

# AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture  
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXIII

ROCHESTER, N. Y., FEBRUARY, 1921

No. 2

## Painesville Nurseries



## The Storrs & Harrison Company

Established  
1854

NURSEYMEN FLORISTS SEEDSMEN  
PAINESVILLE, OHIO.

45 Greenhouses  
1200 Acres

# A Complete Variety List

—OF—

ORNAMENTALS, FRUITS, EVERGREENS  
ROSES

CLEMATIS and HERBACEOUS PLANTS

FOR

NURSERYMEN ORCHARDISTS  
DEALERS GARDENERS  
LANDSCAPE ARCHITECTS

Lowest Prices Consistent With Quality

Our office and nurseries are situated on  
the Rochester and Eastern R. R. only  
one and one-half hours from Rochester.

## W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 73 Years

# A Complete Variety OF Nursery Stock

60,000 Norway and American Elm,

fine stock in car lots or less.

## C. M. HOBBS & SONS

BRIDGEPORT,

IND.

# ARE YOU? YOU MUST BE

Reading our Bulletins which are moving frequently throughout the season

Never have we had such a strong demand for all kinds of stock as we had in the two dull months of November and December.

**Mr. Spring Buyer**, right now place your order and keep in touch with us on the following:—

APPLES—A good list of varieties. Many of the scarce sorts.  
PEARS—General assortment—strong on Bartlett.

PLUMS—"Jap" Budded on Peach, at right prices.

PEACHES—Surplus of Carman, Champion, Early Elberta, Elberta.

H. P. ROSES AND CLIMBERS in strong grades No. 1, No. 1½ and No. 2.

ORNAMENTAL SHRUBS—General assortment.

AMPELOPSIS VEITCHII—2 year No. 1 and 1 year No. 1 planting stock.

ASPARAGUS ROOTS

BARBERRY THUNBERGII Seedlings—Largest stock in the world.

BARBERRY THUNBERGII—3 year 2-3 ft, 18-24 in., 18 in., 12-18 in.

CALIFORNIA PRIVET—2 year well branched, 3-4 ft. and 2-3 ft.

Imported Fruit and Rose Stock, quoted f. o. b. Manchester.

FRENCH APPLES—No. 1 grade 7-12, FRENCH MANETTI, 5-8. ENGLISH MANETTI, 5-9.

Write for bulletin giving full quantities and prices.

## C. R. BURR & COMPANY

Manchester, Conn.

## Princeton Products

are

## Ornamental

Trees, Shrubs and Evergreens of high  
grade for the wholesale trade

## Princeton Nurseries

Princeton in New Jersey

February first

1921

# The Monroe Nursery

Established 1847

Offers a fine stock of

**Cuthbert Raspberries**  
**Spirea Van Houtte**  
**Other Ornamental Shrubs**

Will be pleased to quote on your list of wants

## I. E. ILGENFRITZ' SONS CO.

MONROE, MICH.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer



# American Nurseryman Directory of American Plant Propagators Listing Nursery Concerns which Specialize in the Production of Young Stock, including that Which Has Heretofore Been Imported

The American Plant Propagators Association, Organized in 1918, Will Hold Its Third Annual Meeting in Chicago, Ill., June 22, 1921. Membership Open to All American Propagators, F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

## Complete Stock of YOUNG EVERGREENS

ALSO  
Trees, Shrubs and Vines  
for lining out

Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.  
Evergreen Specialists, Dundee, Illinois.  
Largest Growers in America. Box 402

## GET NEXT ★ STAR ROSES

Oak Brand Shrubs

American Pedigree Cannas

The CONARD & JONES CO. ★ WEST GROVE,  
Peoria, U. S. A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres

## MY SPECIALTY IS Moore's Early and Concord Grape Vines

I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman  
CHARLES M. PETERS, Salisbury, Md.

## EVERGREENS

SEEDLINGS and TRANSPLANTS  
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN.

## Potentilla Fruticosa

A dwarf, everblooming, yellow flowering shrub for foundation planting, shrubbery or perennial border, or specimen planting. All sizes, from lining out to mature specimens. Cheaper than Jap. Barberry. Car lots or less.

Also Cuthbert, Marlboro, Idaho, St. Regis, Erskine Park, Plum Farmer raspberries, Snyder blackberries, Native plants, ferns, shrubs and trees.

GEO. D. AIKEN,  
PUTNEY, Vermont.

ESTABLISHED 1886

## Naperville Nurseries

— Growers of —

TREES EVERGREENS  
SHRUBS PERENNIALS, Etc.  
LINING OUT STOCK

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

## SHRUBS - - TREES

A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

AURORA NURSERIES  
AURORA, ILL.

## ROSA MULTIFLORA STOCK

Grown especially for our own Budding

Having more than our own planting warranted, we are in a position to supply you with the

RIGHT STOCK.

as it should be grown to have success.

Ask for Prices.

BOBBINK & ATKINS, Rutherford, N. J.

## EVERGREENS

Seedlings—Transplants—Cuttings  
grown under glass

MILLIONS OF THEM

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony

Send for our latest wholesale list.

SHERMAN NURSERY CO.  
Charles City, Iowa.

## LINING OUT STOCK

Philadelphus Aurea.

Spirea Anthony Waterer

Spirea Colosa Alba. Deutzia Gracilis

Weigellia Rosea

AND A FULL LIST BESIDES

The Early Bird catches the Worm.

Better Place Your Order Early.

## Onarga Nursery Company

CULTRA BROS., Mgrs. Onarga, Illinois

## Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymus, etc.

Hardy Herbaceous Plants.

Hybrid Tea Roses, Bush and Tree Form.

Careful Inspection Invited.

Rutherford,

NEW JERSEY

## Now Is The Time

To secure your Lining Out Stock. We have a dandy bunch of Nut Seedlings; Pecans; English, Japan and Black Walnuts; Butternuts; Shellbark, Butternut and Pignut Hickory; American Hazelnut; Oaks in Variety. Trifoliate orange, Magnolia acuminata and a nice lot of other seedlings and shrubs.

Get our Trade List Now. Wholesale Only.

Atlantic Nursery Co., Inc.

BERLIN, MD.

## Little Tree Farms

AT FRAMINGHAM, MASS.

Millions of Evergreens and Deciduous trees

Complete in grades and sizes.

WRITE FOR PRICE LIST

Firs, Junipers, Arborvitae, Pines, Spruces,

Maples, Ash, Oaks, Lindens, Elms, Etc.



AMERICAN FORESTRY CO.

16 Beacon Street,

BOSTON, MASS.



## "Quaker Quality"

Shades and Shrubs

Seeds, Peach for season 1921

J. Van. Lindley Nursery Co.,

POMONA, N. C.

## Twice-a-month Nursery Trade Publicity

On the 1st and the 16th

AMERICAN NURSERYMAN  
NURSERY TRADE BULLETIN



Two year field grown

# IBOLIUM HARDY HYBRID PRIVET

CROSS BETWEEN  
California and Ibota Privet.

**HARDY AS IBOTA  
LOOKS LIKE CALIFORNIA**

Arnold Arboretum  
Report it hardy there  
the past winter.

— JUST THINK WHAT THAT MEANS —  
**Order Propagating Stock  
NOW**

Grows equally well from either Hard or Soft Wood.

**START PROPAGATING NOW AND BE  
READY FOR THE COMING DEMAND.**

## TRADE OFFER:

2 years, 2-3 feet	- -	each \$2.50
(Not cut back. See above cut.)		
1 year, 1-2 feet	- -	each \$1.00
Ibolium Privet, dormant summer frame cuttings	-	\$15.00 per 100
In storage, can be shipped any time		

## The Elm City Nursery Co.

WOODMONT NURSERIES, Inc.  
NEW HAVEN, - - - - - CONN.

Also introducers of BOX-BARBERRY

## We have ONE YEAR APPLE

to offer in the following varieties and can furnish these in

4 to 6 ft. grade  
3 to 4 ft. grade  
2 to 3 ft. grade

Ben Davis	McIntosh Red
Baldwin	N. W. Greening
Black Ben Davis	Red Astrachan
Delicious	Red June
Early Harvest	Rome Beauty
Grimes Golden	Staymans Winesap
Gano	Winesap
Jonathan	Winter Banana
M. B. Twig	Wealthy
Maiden Blush	York Imperial
	Yellow Transparent

We also have to offer Grape Vines in one year No. one and One year No. two in Concord, Niagara, Moore's Early, Worden, Moore's Diamond and a few red sorts.

We have as fine a lot of Apple Seedlings as you ever saw and can furnish these in all grade.

Can supply roses in the following varieties as well as a limited number of some other sorts.

American Beauty	LaFrance, white
Etoile de France	Meteor
Etoile de Lyon	Mad. Caroline Testout
Frau Karl Druschki	Paul Neyron
Gruss an Teplitz	Pink Cochet
General Jacqueminot	Sunburst
Kaiserin Augusta Victoria	White Cochet
LaFrance, pink	

All stock offered above is for late fall or early spring shipment. In addition to the items mentioned we will have a good assortment of two year apple in all grades as well as peach trees.

## F. H. STANNARD & CO.

OTTAWA KANSAS

## 105 Years in the Nursery Business

GENERAL STOCK—Our propagation includes apple, peach, pear, plum, cherry, apricot, quince, grape vines, all small fruits, shade trees, shrubs, climbers, roses, garden roots, etc.

## . . . SPECIAL . . .

### A Big Stock of Quality Shrubs

Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Dansville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

## STARK BROS.

Nurseries and Orchards Co.,

LOUISIANA, MO.



## AMERICAN NURSERYMAN—February, 1921

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"**AMERICAN NURSERYMAN**" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"**AMERICAN NURSERYMAN**" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT  
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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THE  
PREFERRED  
STOCKTHE  
PREFERRED  
STOCK

## WADE IN

and prepare yourself now with a supply of stock that will equip you for doing a large business the coming spring. History proves that nurserymen have prospered when other lines were slack. Stick a pin in that and don't forget it.

Business is good; all lines are moving. Some stock is very scarce; other articles will be before spring.

Our Bulletins will be issued at frequent intervals throughout the balance of the season. If you are not on our mailing list, write us. If we don't know you we want to. We are growers of high grade stock for the wholesale trade only.

### Jackson & Perkins Company,

NEWARK, NEW YORK STATE

THE  
PREFERRED  
STOCK

February, 1, 1921.

THE  
PREFERRED  
STOCK

## Your Want List

Send it to us for quotations. We have an extra surplus of shrubs, including *Weigelia*, *Deutzia Gracilis*, *Viburnum Opulus*, and *Viburnum Plicatum*, also

*Ampelopsis Velutina*, 2 or 3 year.

*Clematis* Assorted.

Climbing Roses.

*Spiraea Van Houttei*.

Raspberries. Lots of 5,000 and 10,000

Cumberland.

WRITE FOR PRICES

### ONARGA NURSERY COMPANY

CULTRA BROS., Mgrs.

ONARGA, ILLINOIS

## SURPLUS, January 1, 1921.

*We shall be pleased to quote you prices.*

50,000 Peach Trees

20,000 Sugar Maples 8-10, 10-12, 12-15 ft.

20,000 Silver Maples, 8-10, 10-12 and 12-15 ft.

1,000 Norway Maples. Large Size.

500 Pin Oaks. Large Size.

500 Red Oaks, 8-10 ft.

2,000 Magnolia Grand, 2-10 ft.

25,000 Cal. Privet, 1 and 2 yr. 18-24, 24-30 inch, also 4 yr. 4 to 8 ft.

*Can use in exchange for the above, Shrubs and Evergreens.*

### W. T. HOOD & CO.

Old Dominion Nurseries.

RICHMOND, VA.

# FIELD-GROWN ROSES

## BUDED ON MANETTI STOCK

No matter how few or how many roses you want—we will grow them for you—just the varieties you desire—and at much lower prices than you could procure them in any other way. We are the largest growers of budded roses in the west. We grow for the largest nurseries and rose dealers in the United States, and our stock has been shipped to points thruout the east in perfect condition. We bud on manetti stock—and the roses we ship you are strongly rooted, wonderfully thrifty, and sure to produce fine results. They are thoroughly matured and hardened by October 1, and we ship from then until March. Send us your budding list now for quotation.

Largest growers of budded roses in the west

## ELMER BROS. NURSERY

72 S. MARKET ST.

SAN JOSE,

CALIFORNIA



# American Nurseryman

## The National Journal Of Commercial Horticulture

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Vol. XXXIII

ROCHESTER N. Y., FEBRUARY, 1921

No. 2

### AND NOW ALL EUROPE KNOWS IT TOO

**Outline of the Famous American Association of Nurserymen Plan In Active Operation To Assure Planters Of Trustworthy Trees and Plants and Men and Methods Has Been Spread Broadcast Over Great Britain and the Continent. Secretary Watson's Graphic Summary of the Movement Which the Whole World Is Watching with Unusual Interest. Is the Vigilance Committee Making Good? The Entire Plan Stands or Falls On the Answer.**

ARTICLES in the British trade press with reference to co-operative advertising, some of which have been referred to or reproduced in the columns of the *American Nurseryman*, have attracted passing interest on the part of our readers and now the special interest of Secretary Watson of the American Association of Nurserymen, who in a recent issue of the *Horticultural Advertiser*, England, outlines for the benefit of English tradesmen the results of solving some of the similar problems on this side of the Atlantic.

Here is the summary referred to, in main part:

#### The A. A. N. Agreement

"In 1919 the American Association of Nurserymen took over the funds of the preliminary Market Development Committee and agreed to continue the publicity campaign, and to provide an annual sum equal to our pledges, \$20,000 annually for five years.

#### Easy To Do

"As our dues are based upon the assessment plan, each member paying a percentage upon his annual turnover, it was easy to do that.

#### Returns Direct To Members

"Then it was easy to make our publicity suitable to the needs of our members and for its returns to be direct to them.

#### A Condition of Membership

"Our constitution requires, as a condition of retaining membership, that every firm must so conduct its affairs as to be free of criticism and complaint.

#### A Vigilance Committee

"If complaint arises, we have a Vigilance Committee to investigate it and to secure suitable redress for the complainant, and to warn, reprimand or even expel an offending member, according to the seriousness of his offending.

#### Unknown and Irresponsible

"I suppose in all countries where trees are sold, the signature of our products gives room for some complaint; errors are easily made; and then there is the serious complaint that buyers of trees are sometimes unable to find those they have bought from or to secure adjustments that buyers are entitled to. And that is because very cheap prices tempt them to buy from unknown and irresponsible firms.

#### Adopted and Advertised Trade Mark

"We advertised our Association. We adopted a Trade Mark, duly registered with the Government against infringement, and we asked buyers to note that our members, using that Trade Mark, gave them assurance of fair and honest treatment in all transactions.



#### A. A. N. Prestige and Influence Behind It

"We quoted our rules for the government of our members and put the prestige and influence of our Association behind our Trade Mark. There was no intimation that there were not other firms entirely responsible; we stated what we were doing and why.

"Our advertising placed last spring cost us only about \$5,000 for space, but it brought hundreds of inquiries for a list of our members.

#### Editors Have Advised Readers

"Further, many of the agricultural and horticultural papers editorially advised their readers to place their orders with our members.

#### The Plan Widely Advertised

"We were invited by the National Agricultural Editors' Association (editors of farm papers in this country), to attend their convention and to address them on our policies and programme; the American Pomological Society, one of our very oldest and most influential amateur organizations, invited us to address their convention; the National Association of Amateur Gardeners' Clubs extended a similar invitation.

#### Results Accomplished

"The publicity that the Association has had, entirely apart from any paid advertising, has been of incalculable value.

"It has stimulated our membership.

"Quickened their morale.

"Raised standards and

"Made for better and more profitable business methods.

"It has deepened the loyalty of our members and

"Brought applications from those who were not members.

"It puts our membership in a distinct and enviable place.

"Buyers already recognize that and give evidence of the fact.

#### Surplus Demoralization Heretofore

"Heretofore, in times of surplus, we have seen in this country, as you have also, very keen competition for orders and largely upon the sole basis of price, to the demoralization of profits.

"When we arrive at our next period of surplus, we shall have a distinct advantage over non-members;

In Preferred Class Now With Buyers

"We shall be in the preferred class in the estimation of buyers.

#### Trustworthy Trees, Men, Methods

"With the support of buyers, of the press and the powerful amateur organizations, we shall make our Trade Mark the sign of trustworthy trees and men and methods.

#### To Secure Orders For Members

"We advertise to stimulate business first, and then to secure the orders for our members.

#### Easy To Finance the Campaign

"Spending their money for the benefit of our members makes it easier for us to finance our campaign.

#### Larger Returns In Proportion

"While the larger firms pay more than smaller firms, their individual advertising and sales organizations should bring them larger returns.

#### The Test

"Our test is not the size of a firm's business, when considering membership, but its quality and methods; not what you do, but how you do it."

The A. A. N. plan above outlined has been in operation nearly two years. It has been widely advertised through the press, and from the platform.

TRUSTWORTHY TREES, MEN AND METHODS is the slogan shouted by members of the A. A. N. throughout the country. Editors of agricultural and horticultural papers have taken it up, believed in it implicitly, and advised their readers to buy of members of the A. A. N. who display the Trade Mark.

Use the Trade Mark on your stationery, tags, etc., and reap the benefit of the preference recommended by editors of journals read by the planting public.

D. W. Grimes, nursery inspector of the Missouri State College, has issued a warning to all residents of the State to beware of dishonest Nursery dealers and salesmen who are at work. Some of these nursery peddlers, he declares, are selling seedling trees as grafted or budded stock, and are charging exorbitant prices for same. Inspector Grimes asks that complaints be promptly mailed to him.

California's agricultural and horticultural interests are to be better represented at Sacramento during the coming legislative session than ever before. There is to be scrutiny of all bills touching the grower's interests; there is to be a fight against inimical measures; and legislation needed by growers will be proposed and fought for.

After summing up all the experience of the last two years in the growing of Gladioli in America, and comparing it with the past, P. Vos & Son, Mt. Clemens, Mich., are convinced that they can grow Gladioli better and more economically in America than in Holland and with more ease.

## THE FIRST YEAR UNDER QUARANTINE

Annual Report of Federal Horticultural Board Contains Some Revelations for Those Who Criticise

Following is the report of the Federal Horticultural Board for the first fiscal year of operation of Quarantine 37, June 1, 1919-June 30, 1920:

### Nursery Stock, Plant and Seed Importations

Quarantine 37, which applies new and important prohibitions and restrictions on the entry into the United States of nursery stock, plants, and seeds, became effective June 1, 1919. The fiscal year ending June 30, 1920, therefore, represents the first year's record of the enforcement of this quarantine. Under this quarantine three classes of entry are provided for.

1. Entry of fruits, vegetables, cereals, and other plant products which are capable of propagation, intended for medicinal, food, or manufacturing purposes; and field, vegetable, and flower seeds. These classes are permitted entry without permit or other restrictions, and therefore no record has been kept by the board of such importations.

2. Nursery stock and other plants and seeds for which permit is required but of which unlimited commercial importation is permitted. This class is restricted to five categories, chiefly certain bulbs, fruit stocks and rose stocks and seeds of trees and ornamental shrubs for propagation.

3. Entry of any of the prohibited classes of nursery stock under special permits for the purpose of keeping the country supplied with new varieties and necessary propagating stock; in other words, for the establishment of reproduction enterprises in this country so that as soon as possible this country shall be independent of all foreign supplies of that character.

### IMPORTATION OF NURSERY STOCK AND OTHER PLANTS OF WHICH FREE COMMERCIAL ENTRY IS PERMITTED

The following three tables record the importations of nursery stock and other plants and seeds of which unlimited commercial importation under regulation 3 is provided for in the quarantine under permit. The records of importations given in these tables are based on the notice of arrival viséed by the customs officers as is required under the quarantine, and therefore represent probably as accurate information of the plants thus imported as is obtainable.

The first table gives a record of the importations of fruit stocks and rose stocks, together with country of origin. It is interesting to note that the importation of fruit stocks this year represents a total of 7,856,620 plants and compares therefore favorably with the total importations recorded in the annual report for the previous fiscal year, and would seem to dispose of the contention frequently made that the unavailability of foreign fruit stocks during the last fiscal year was due in any part to the refusal of the foreign growers to sell to American importers in retaliation for Quarantine 37. It is, however, a well-known fact that during the past two years, owing to post-war conditions and failure of the fruit crop in France, the stock of seeds for the production of seedlings was very low, and whatever shortage has arisen has been due to these two causes. The number of rose stocks imported this year is about the same as for last year.

The second table indicates the number of bulbs imported under regulation 3 of Quarantine 37.

The third table is interesting as showing the general classes of tree seeds and ornamental shrubs imported during the past fiscal year and also the countries of origin.

### IMPORTATION OF NURSERY STOCK AND OTHER PLANTS FOR PROPAGATION ONLY

As already noted, provision is made in Quarantine 37 for the entry under special permit of limited quantities of otherwise prohibited nursery stock and other plants for the purpose of keeping the country supplied with new varieties and necessary propagating stock. The question of availability of plant material for which special permits are requested is based upon by a committee of specialists of the Bureau of Plant Industry. The issuance of such permits is then based on the recommendations of this committee.

Three hundred and eleven special permits were issued during the period from June 1, 1919, the date on which Quarantine 37 became effective, to June 30, 1920, a period of 13 months. These permits included a wide range of plant materials and are each issued for a specific importation of plants. The importations authorized have already been made in the case of approximately 174 of these permits. The other permits have been canceled for a number of reasons, as a general rule because of the inability of the grower to secure the desired stock or because of transportation difficulties abroad and other similar hindrances.

The material thus imported was found as a whole fairly free from dangerous insects or fungus diseases. It was, however, necessary to destroy several shipments because of the presence of injurious insects which could not have been eliminated by any known treatment. In spite of the fact that emphasis has been made at all times on the necessity of bringing in plant material free of sand, soil, or earth about the roots, 12 shipments were found the roots of which in whole or in part were embedded in soil. These shipments were returned to country of origin or destroyed.

A large number of special permits have been issued also for the fiscal year ending June 30, 1921. The record of these permits is not included in the following tables, which give the classes of plants actually imported up to June 30, 1920, country of origin, and the States to which the imported plants were distributed. The actual number of plants entered under each special permit is not given, but in most instances was not large.

Distribution by States of Importation of Nursery Stock under Special Permit			
Connecticut .....	1	New York .....	38
California .....	21	Ohio .....	11
Dist. of Col. ....	1	Oregon .....	1
Florida .....	3	Pennsylvania ..	18
Illinois .....	11	Rhode Island ..	1
Indiana .....	2	Tennessee .....	1
Massachusetts ..	17	Texas .....	2
Michigan .....	7	Virginia .....	3
Minnesota .....	1	Washington .....	6
Missouri .....	1	Wisconsin .....	1
New Hampshire..	2		
New Jersey .....	25	Total .....	174

### Inspection of Imported Plants and Plant Products

In spite of the reduction in the number of plants imported into the United States during the past fiscal year as the result of Quarantine 37, the total number of different kinds of insects (290 species) intercepted exceeds that of any previous fiscal year. This increase in the number of interceptions can probably be explained by the fact that all plants imported under special permit were examined under very favorable conditions by expert inspectors at Wash-

ington, D. C. Moreover, this material did not arrive in large quantities and it was possible to give each plant a very careful examination. Some of the more important interceptions follow: Gypsy moth egg masses on shipments of nursery stock from France; pink bollworm in shipments from China, Japan, and Mexico; potato tuber moth from Australia, Chile, Costa Rica, and Panama; the sorrel cutworm from France; spiny citrus white fly from Cuba; West Indian fruit fly from Jamaica and Cuba; injurious avocado weevils from Mexico, Guatemala, and the Canal Zone; appleseed chalcids from Germany; wireworm, injurious to potatoes, from Denmark; sweet-potato weevil from Bahama, Cuba, and Porto Rico; West Indian sweet-potato weevil from Antigua and Porto Rico, and two other injurious sweet-potato weevils from Hawaii and Jamaica. Numerous other pests were collected, including scale insects, mites, and ants.

### Inspection of Plant-Introduction Gardens

As in former years, the board has continued to conduct inspections of the various plant-introduction gardens maintained by the Department of Agriculture at Yarrow, Md.; Miami and Brooksville, Fla.; Savannah, Ga.; and Chico, Calif., and the field station of the Office of Dry Land Agriculture, at Mandan, N. Dak.

### Port Inspection Service

The inspection and disinfection of plants and plant products required as a condition of entry at the principal ports of the United States has been continued substantially along the lines described in previous reports. Numerous interceptions have been made at the port of New York, including a large shipment of Italian broom corn infested with the European corn borer. A careful inspection has been made of all foreign boats arriving at New Orleans, 1,608 in number, 289 of which carried contraband material either as cargo, ships' stores or in passengers' baggage. Exclusive of Canadian arrivals, 195 foreign ships were inspected at Seattle, 77 of which carried contraband material. The work at this port also included the supervision of cotton fumigation and corn sterilization.

In order to strengthen the plant-quarantine service of the State of California, the board has placed a trained pathological inspector at San Francisco to assist and co-operate with the State inspectors at that port. As in the past, the plant-quarantine inspectors of California as well as of the State of Florida are carried as collaborators of this board. In order to further safeguard against the entry into the United States of quarantine products or injurious insects and plant diseases inspectors have been placed at Portland, Ore.; Philadelphia, Pa.; and Norfolk, Va. Moreover, it is proposed to study the conditions at other ports and if necessary establish an inspection service at the places presenting the most danger. It is understood that all port work is conducted in close co-operation with the customs officials.

The matter of strengthening the port-inspection service was brought strongly to the attention of Congress in connection with the estimates for the fiscal year ending June 30, 1921, and \$100,000 was included in the estimates for this purpose. Of this amount, \$76,756 was appropriated by Congress. The enlargement of the work under the plant-quarantine act leads to a constant growth in the requirements of this port-inspection service and the funds available are still very inadequate to give the service and protection which is necessary to secure the full benefits of the plant-quarantine act. Most of the increase granted last year will be taken up in strengthening the existing service and extensions of the service to the ports of greatest danger which it has not been possible hitherto to safeguard.

### New Plant Quarantine

The following foreign and domestic quarantine and other restrictive orders have been promulgated or revised during the year:

Domestic.—The European corn borer quarantine (a revision), the Japanese beetle quarantine (a revision), the gypsy moth and browntail moth quarantine, (a revision), the pink bollworm quarantine, and the Hawaiian and Porto Rican cotton, cotton seed, and cottonseed products quarantine.

Foreign.—The flag smut and take-all quar-

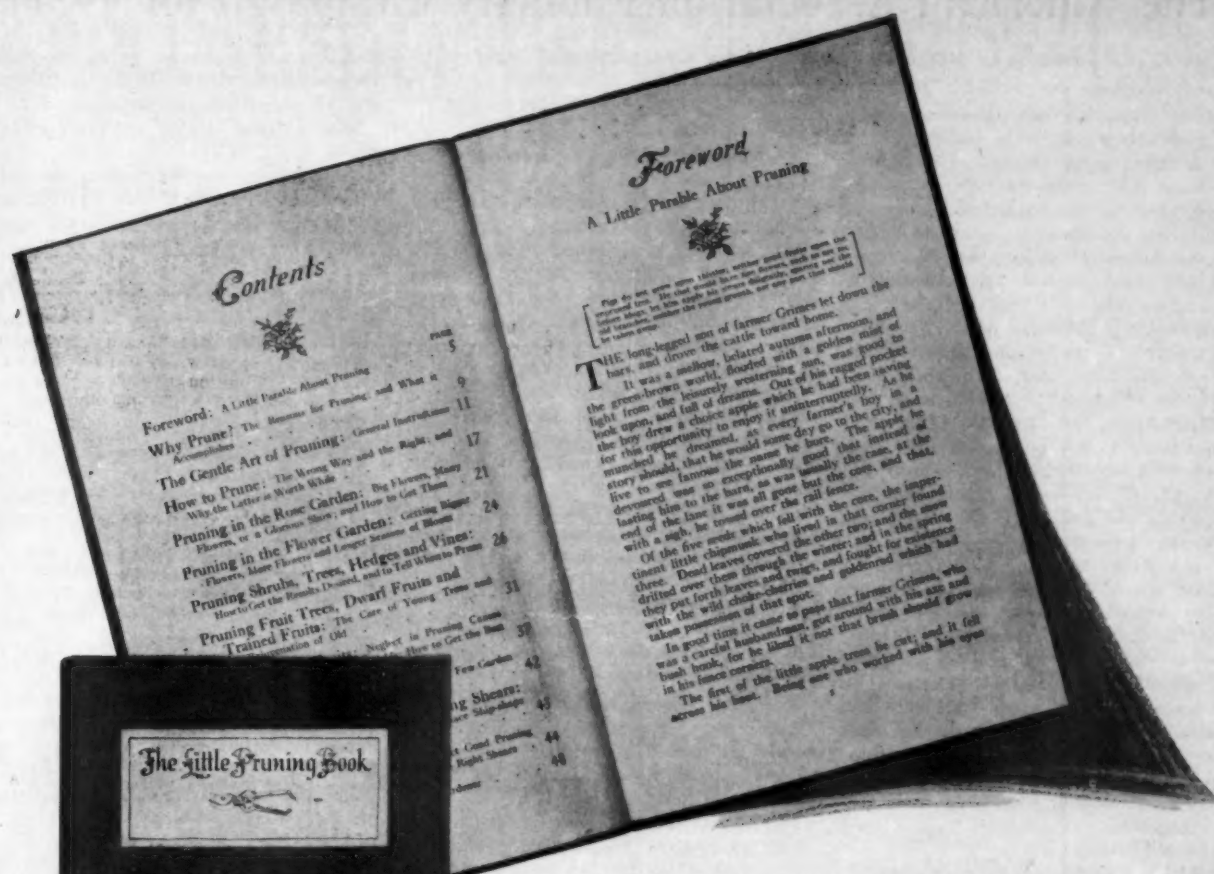
(Continued on page 35)

Country of origin and nature of importations under regulation 3, Quarantine 37. FRUIT AND ROSE STOCKS

[Figures indicate number of plants.]

Country of origin	Fruit Stocks.						Rose stocks
	Apple	Plum	Cherry	Quince	Pear	Persimmon	
England .....							1,041,700
France .....	1,825,000	707,800	2,868,720	758,800	1,107,900	459,900	1,606,525
Holland .....	103,000			500	500		601,411
Ireland .....							115,000
Italy .....							300
Japan .....						24,200	
Scotland .....							150,000
Total .....	1,928,000	707,800	2,868,720	759,300	1,108,400	24,200	3,514,636





## This Book and the Plan Back of It Will Help You Sell More Nursery Stock

**T**HIS BOOK is designed to help you by helping your customers. It explains the art of pruning in everyday language, and illustrates the principal points. It tells how, when and where to prune for vigorous and healthy growth. It's clear and concise.

### Our Selling Plan Involves You

We've a selling plan that will pay you big. A co-operative plan whereby The Little Pruning Book reaches your customers through you, at an ultimate profit to yourself. It is selling at 50c. in bookstores.

Let us send you a copy free. We will also explain our plan in detail, after which you can decide what is best for your business. Write early—no obligation.



Worth While Tools

# THE PECK, STOW & WILCOX CO.

Cleveland, Ohio - U.S.A.

## The American Association Publicity Campaign for 1921

The A. A. N. Committee on Market Development proposes for publicity for the immediate future announcements to the planting public which it is believed will result in direct quick returns to members of the American Association. Three of the seven members of the committee developed a feeling that the instructions of the Association by vote of 92 to 6 should be disregarded and another course followed in the interest of the industry. This condition naturally placed the chairman of the committee in an awkward position. His duty, of course, was to follow the direction of the organization to which the committee is accountable. At the same time his desire was for unanimous action on the part of the members of his committee. When some of the committee members declared that in their opinion the soft pedal should be applied to the "Trustworthy Trees" slogan of the Trade Mark; that any publicity work attempted should be confined solely to a drive for immediate returns; that the direction of the national organization in convention assembled should not be followed by the committee, Chairman Pyle after correspondence and discussion submitted the Association advertisements presented on another page of this issue, for committee action; four of the seven members of the committee immediately signifying their approval thereof:

### Advertising Campaign Proposed for American Association of Nurserymen

The American Association in convention at Chicago, had ample evidence of the effectiveness of the 1919 Advertising Campaign.

The reaction from the Farm Press revealed their awakening to our action, and their tremendous influence in our behalf. The report of the Committee was approved and the Trade Mark officially adopted.

Furthermore the Convention went on record in approving a scale of dues that should provide (it was then calculated, over and above all other needs of the Association), for an advertising appropriation for the current year. It was clearly explained to the Convention that \$15,000 would be needed for necessary expenses, and the remaining \$20,000 for advertising purposes. With this information definitely before them, the Convention expressed almost unanimous approval.

Whether we shall or shall not advertise, is therefore not a matter for committees or executives to decide. It is our duty to carry out the expressions of the Convention, in a way that will be of greatest benefit to all concerned.

### Trade Mark

It is evident that the Trade Mark should be featured in the advertising.

To drop it, invites an avalanche of condemnation from all the powerful mediums who so pointedly welcomed its adoption and use.

These same mediums would just as surely condemn in no uncertain terms, its omission from the advertisements, as an indication that the Association HAD BACKED DOWN IN BEING TRUSTWORTHY.

Let's not deceive ourselves on this cold, undebatable fact. Let's fully realize that Nursery advertising as a class is generally considered as far from desirable. In fact,

many of the farm papers flatly refuse to take it.

Refuse purely and simply, because of its untrustworthiness.

### Business Building Advertising

Last year the logical thing to do was to establish the Trustworthy Trade-Mark and identify it with the Association.

With business at top notch, and scarcely any one able to fill orders, it is not necessary to seek more business for Association members. But 1921 presents a directly opposite condition.

Business is lagging.

Business needs boosting.

So let's turn our advertising efforts to promoting in as broad a way as possible, a desire for planting fruit and for beautifying home grounds.

This, done with the Trustworthy Trade-Mark, placed at the bottom of the Ads. where it has less dominant display and performs the office more as a signature.

### Text Treatment Defined

In the limit of a 5 inch single column Ad. it is obviously impossible to say enough to create any appreciable action.

### Book Appeal

Action can be secured, however, by directing the appeal entirely on sending for a book on fruits and planting of home grounds.

The Ad. can create a desire for the book.

The book will create the buying desire.

The scope of such books being broad, the sales results will be in like kind; so doing a service to all members.

### Demonstrated Results

As indisputable evidence that readers will act and send for books, witness last year's little campaign with its very minor appeal to send for the book "Looking Both Ways Before You Buy."

1500 inquiries were received for it.

If 1500 resulted where the book appeal is a minor one, and almost buried at the end of the advertisement it is evident how satisfactory returns will be, when the entire force of the advertisement is directed towards procuring such inquiries.

### The Books Themselves

It would of course, have been admirable if new books could have been prepared especially for the Association's use. That meant an expenditure at this time as unwarranted as it was unauthorized.

Fortunately, the books, "Fruits for the Home Grounds" and "Home Grounds, Their Planning and Planting" are procurable at a most reasonable figure, (8c each) and we sell them for 10c. The excellence of these books is unquestioned.

The blank pages of the cover give opportunity to say something about the Association, making the link-up definite. We therefore propose to say on the inside cover page, precisely and only what the Convention said last June ALMOST AS ONE VOICE.

Trade Mark of the American Association of Nurserymen—What it Stands For

The American Association of Nurserymen endorse the Trade-Mark "Trustworthy Trees and Plants" as presented at our 1920 Convention (see above) and define as the limit of the Association's responsibility growing out of the use of the said Trade-Mark, as carrying no financial liability—yet we do assume a moral responsibility, and that is the best sort of leverage.

Members will not risk the good opinion

of their trade associates, or membership in the Association; for if complaints arise they will be impartially investigated, with the public's interest, which is our interest, in mind.

(Above is copy of Resolution adopted by Convention of A. A. N. at Convention in Chicago 6-25-20.)

Active or voting members shall be actually engaged in the Nursery business; bear reputation for trustworthy dealing that must be maintained as a condition of membership. (From Article 1 of Constitution adopted 6-25-20.)

### Copy Distribution

With an expenditure of \$10,000, three 5-inch single column Ads. can be run 3 times in the nineteen Farm Papers.

In House & Garden—14 page 2 times.

In Garden Magazine—3 times of 5 inch double column.

The latter will be equally divided in appeal between fruit and ornamentals.

For the Farm Papers, we suggest 1-3 for ornamentals, 2-3 for fruit.

### Closing of Mediums

To appear in the March issue of the National Farm Papers, such as Successful Farming, Farm Journal, all material must be in their hands by the first of February.

For the weeklies, some February issues can be caught.

### Combined Circulation

The combined circulation of all the mediums is 5,830,450.

The major part of these 5,830,450 will be reached three times.

Considering that a conservative estimate places 3 readers for every subscriber; the actual audience for the Ads. is 17,491,350.

And back of this, if we proceed as planned, is the united backing and boosting of the Farm and Horticulture Press, which is not to be disregarded.

### PRESERVE YOUR FILES

If you have not been in the habit of preserving in consecutive order your copies of the **American Nurseryman**, permit us to suggest the advisability of doing so, commencing with the January issue this year. Such a file of a Trade Journal of this character will often prove invaluable for reference.

Robert Pyle in his address before the New Jersey Nurserymen at Trenton, Jan. 14, struck an original but perfectly true note when he stated that Nurserymen paid too much attention to other members of the trade as competitors, and overlooked the fact that their real competitors were the various luxury trades.

## Strawberries

Summer and Fall Bearing  
Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free.  
L. J. Farmer, Peisacki, N. Y.

No person or firm interested in any way in the sale of trees or shrubs, flowers, land or fruit, or any trade supplies is in a position to dictate the policy of this publication. American Nurseryman is the only Nursery Trade Journal of which this can be said.



## APPLE SEEDLINGS

We offer a fine lot of well matured Apple Seedlings, dug late after they were well ripened.

They are of strong caliper, and full of life and vigor. We guarantee they will please you.

### GRADES

3/16 and up straight or branched.

1/4 inch and up straight or branched.

2/16 to 3/16, strong grade, straight or branched.

Mahaleb, French Pear, Manetti, Multiflora and Rugosa Rose Stocks.

A large stock of Forest Tree Seedlings.

ROSES—Hybrid Tea and Hybrid Perpetual, mostly on own roots.

Send us your list of wants. Ask for winter trade list.

## Mount Arbor Nurseries

E. S. WELCH, President

125 Center St.

Shenandoah, Iowa

## To the Trade

In full accord with the policy advocated by the American Association of Nurserymen, it has been our earnest endeavor to establish and maintain a well defined difference in the prices extended to the various trade divisions of our patrons all of which are strictly net. We issue three sets of prices as follows:

**Number One.** Price List to Nurserymen is called "Wholesale Trade List" and composes our lowest net base price, and is extended only to actual bona fide Nurserymen.

**Number Two.** Price List to Florists, Landscape Architects, Park and Cemetery Superintendents, is called "Wholesale Price List" and these prices, which are net, average a minimum of 25% above our base price to Nurserymen. (In cities under 25,000 population we send our Retail Price List. Our list of Parks and Cemeteries who receive Wholesale prices is only about 500.)

**Number Three.** Price List to Retail customers, includes all the consumer trade, such as Private Estates, Gardeners, Farmers Parks and Cemeteries in cities under 25,000 population, Public Institutions, Country Clubs, etc. Our retail prices, which are net, average 250% to 300% above our base price to Nurserymen.

This information is given you merely to show what we, as only one nursery, are trying to do to bring about better conditions to the nursery business. We have followed this system of pricing now for several years past and find it works out satisfactorily to all concerned.

## The D. Hill Nursery Co., Inc.

Box 402

Dundee, Illinois.

Evergreen Specialists—Largest Growers in America

### First Year Under Quarantine 37

(Continued from page 32)

antine, the Mexican corn quarantine, the European corn borer and other dangerous insect pests and plant disease quarantine, and the stocks, cuttings, scions and buds of fruits quarantine.

The European corn borer, Japanese beetle, and the gypsy moth and browntail moth quarantines were revised to cover the additional territory invaded by these pests during the year.

The European corn-borer quarantine, which originally applied only to a restricted area in eastern Massachusetts, has been extended to include the State of New Hampshire, New York, and Pennsylvania.

In the case of the gypsy moth and brown-tail moth quarantine, the range of the gypsy moth was extended considerably, especially westward, owing to favorable winds. With respect to the brown-tail moth, however, it was found possible to materially reduce the territory quarantine on account of this pest. The heavy mortality of the pest in the brown-tail webs during the winter, the work of introduced parasites, direct field work against the insect, and the work of

the brown-tail fungus were all contributing factors in the reduction of the area infested by the brown-tail moth.

### Amendment to Plant Quarantine Act Authorizing Control of Plants and Plant Products for the District of Columbia

The proposed amendment to the plant quarantine act, which was submitted to the last two Congresses, was approved by the last Congress in connection with the act making appropriations for this department for the fiscal year ending June 30, 1921. It has for its purpose the giving of authority to regulate the movement of plants and plant products, including nursery stock, from or into the District of Columbia, and to control injurious plant diseases and insect pests within said district. These powers are such as are exercised in practically all the States and territories of the United States and are necessary for the alignment of the District of Columbia with plant-pest control exercised elsewhere. Prior to the enactment of this amendment there was no law under which such control could be exercised in the District of Columbia. As a result at least one and perhaps other important fruit and plant pests have gained entry

and spread into adjacent states through the District of Columbia.

In pursuance of the authority given by this amendment, rules and regulations governing such movement of plants and plant products into and out of the District of Columbia, effective on and after September 1, 1920, were promulgated by the Secretary of Agriculture August 2<sup>nd</sup>, 1920.

Under the authority of this act also terminal inspection of mail shipments of plants and plant products received in the District of Columbia has been established under the act of May 4, 1915, embodied in section 4784, Postal Laws and Regulations. The plants and plant products subject to terminal inspection in the District of Columbia are described as follows:

All florists' stock, shrubs, vines, cuttings, grafts, scions, buds, fruit pits and other seeds of fruit and ornamental trees or shrubs, and other plants and plant products in the raw or unmanufactured state, except vegetable and flower seeds.

### Convictions for Violations

During the year reports were received from the Solicitor of the department of the conviction of two shippers for violations of plant quarantine act, one in regard to the gypsy moth and brown-tail moth quarantine, and the other in regard to the white pine blister rust quarantine.

Adolf Muller, of the De Kalb Nurseries, Norristown, Pa., believes in the Danish system of planting at least one tree for every one cut down, and as a proof of his earnestness, he has planted 400 acres at his own expense.

The high price of grapes is resulting in an excessive planting of cuttings, which have a ready market, says a Paw Paw, Mich., despatch. Growers took advantage of an exceptionally favorable December to do their pruning early. An oversupply, and a consequent drop in prices, is expected when the yield of the new plantings is available. Prices last fall were three and four times pre-war quotations.

Country of origin and nature of importations of nursery stock under special permit June 1, 1919, to June 30, 1920

Country of Origin	Bulbs	Herbaceous perennials	Orchids	Roses	Deciduous shrubs	Evergreen shrubs	Florists' stock	Coniferous	Flowering fruit trees
Belgium							1		
Bermuda	2								
England	5	11	23	4			4		2
France	12	9		3	8	2	4	1	
Germany		1							
Holland	41	19		4	2	7		4	
Ireland		1							
Japan	1					5	2		1
Mexico	1								
Philippines			1						
Spain							1		
Trinidad							1		

Note.—Figures denote number of special permits under which importations were actually made. There is some duplication in these figures since a number of lots included material falling into two or more classes.

say you saw it in AMERICAN NURSERYMAN

# AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE  
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Monthly by  
AMERICAN FRUITS PUBLISHING CO. INC.  
39 State Street, Rochester, N. Y.

Phone 8—Stone 7822; Main 2802  
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES	
One year, in advance	\$2.00
To Foreign Countries and Canada	2.50
Single Copies	.30

Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., FEB., 1921

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Young, J. A., Aurora, Ill.

## Article 9

### Of the Constitution of

### THE AMERICAN ASSOCIATION OF NURSERYMEN

It shall be the duty of every member of this Association to report to the executive committee hereof any character of dealings on the part of the Association members not in accord with established business ethics, and the executive committee shall immediately make such investigations as will develop all facts in the case and bring their report before the next annual meeting of the Association. If, upon evidence deduced, it is proven that such members' dealings violate ethical relations, he shall be expelled from this Association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf before such action is taken.

## THE TRADE MARK A NECESSITY

Nurserymen may well pause to consider whether the American Association Trade Mark may be a necessity. In many minds it is regarded as an expedient.

A year ago Alvin E. Nelson, Chicago, Ill., addressing the Illinois Nurserymen's Association, said: "Bad practices have thrown discredit on our trade and unless the Nurserymen as a body clean up their house the Government will do it for them. The public is certainly entitled to protection from some source, and it is the duty of the Government to furnish that protection whenever necessary."

Discussing the question: "Should Nurserymen Certify Their Sales?" Mr. Nelson said:

In the case of the banks the Government safeguards the public's deposits; in the case of investments, the public's investments; and in the insurance, the Government practically guarantees that the assured is protected from loss and that the beneficiary will certainly receive payment. In the case of the packers, the object of Government protection is the wholesomeness of the product. They have to certify as to the health of the animal slaughtered, and to the sanitary conditions under which it was packed. In fact, every manufacturer of food commodities operates under the pure food laws of the United States.

Now the question arises as to what protection the purchaser is entitled to against possible abuses in the nursery business:

- (1) He is entitled to the assurance that he is getting the variety of plant which he orders;
- (2) He is entitled to be safeguarded against receiving plants that are diseased or infected with insect pests;
- (3) He is entitled to receive plants furnished with sufficient roots and which are handled with sufficient care to make them grow.

Certain States have passed laws intended to safeguard the purchaser in the particulars just mentioned, but the framers of those laws, in their eagerness to protect the public, made them so drastic for the nurserymen that they are unable to operate under them.

Now it is believed that if the nurserymen in one of their own associations could furnish ample protection to the public, such drastic laws would not be made in the future, and that those now on the statute books might be annulled and, what is of greater importance, the confidence of the public would be strengthened, and the planting of trees would greatly increase.

It has been argued within the last month that the American Association of Nurserymen should put the soft pedal upon the Trade Mark slogan—indeed, that it should forget for a time the existence of that slogan, "Trustworthy Trees"—and just sell trees.

A year ago Alvin E. Nelson, a prominent and successful Nurseryman, an active member of the American Association, said that the kind of protection for the public represented in the Trade Mark slogan of the American Association, duly adopted and promulgated by that organization, would "greatly increase the planting of trees." And is not that exactly the business of the Nurseryman?

Request for appropriations twice and three times as large as last year will be put before the State Legislature to aid in fighting the ravages of diseases and insect pests, according to reports submitted at the recent annual convention of the New Jersey Horticultural Society.

This is bad news for Chairman McFarland's gardeners' committee, because it is all to the good on the side of Quarantine 37 which would keep out new pests while the Jerseyites fight the ones already here. Note, too, that it's Horticulturists who are anxious to fight plant diseases and insect pests.

## ONE ASSN. CLEANS HOUSE

It is with special interest that we note the record of one district Nursery association. It announces that it has cleaned house in regard to the hiring of irresponsible and unreliable salesmen—that, through the Round Table clearing house, the grafting tree peddler and the contract jumper have been left without a home. There has never been a time, we are told, in the history of the Nursery business when the personnel of the Nursery salesmen has been of so high an average as it is in the territories covered by the Northern Retail Nurserymen's Association. We also note that the standards of grading and packing of Nursery stock have been greatly bettered through the efforts of the association. We observe too, that it has been made possible, through united action, to avoid sales of items that were short and to agree to sell such items and such grades as were available. It is announced, too, that by means of cost system reports the members have been able to reach an understanding and use of a just price to both grower and retailer. Finally a fine spirit of co-operation has grown up among the members, a recognized courtesy, a willingness to help the other fellow.

All of which is generally along the right track and directly in the interest of the members, although we would have liked to have seen, in connection with that accomplishment as to "avoidance of sales of items that were short and the pushing of grades that were available" some reference to the predicament of the planter whose interests might have been conserved by meeting his needs, and some expression of regret that conditions did not make it always convenient to serve him fully, coupled with the hope that in the next season it would not be necessary to avoid sales or to push available grades.

Something, in short, in behalf of the customer, the ultimate consumer, is what we have been looking for in organized trade activity—other than promises. We cannot be charged with looking for something we should not be looking for, unless Nurserymen desire to be recorded as being untruthful. For the greatest of all the Nursery trade associations, the national organization, embracing in its active membership the leaders, the officers, the executive committees, the workers of all the district and state associations, is on record not only in the trade but before the public, over its signature, as determined that any person who purchases Nursery stock of a member of the American Association of Nurserymen shall be protected both as to methods and standards, in the transaction.

Case after case of violation of that determination has been recorded. Yet can anyone point to a single act under that determination, which has been taken to protect an unfortunate planter?

The president of the California Nurserymen's Association says:

"Our organization should be founded upon the desire to render public service as much as for mutual helpfulness and protection."

The A. A. N. Trade Mark was established for public service. Does it imply doing business on too high a plane?

Is it likely that everyone will "pass the buck?"

Fruit growers operating in frost areas should procure Bulletin 1096 of the U. S. Dept. Agr., which describes means for preventing loss of fruit from severe cold.



## REPLACEMENT OF STOCK

Regarding this subject Lloyd C. Stark, vice-president and general manager Stark Bros. N. & O. Co., Louisiana, Mo., said last month:

"There is no more sense in a nurseryman agreeing to replace stock than there is for the man I buy Duroc Jersey hogs from to agree to replace the hogs if they die.

"Nurserymen have too long allowed their desires to move an occasional surplus, to control their business policies. There is no rhyme or reason in agreeing to replace Nursery stock that dies, except, of course, as above stated, where the Nursery stock itself is defective when shipped.

"The Nurseryman has a big enough job to get clean, healthy trees ready for the market. When he has properly packed those and delivered them to the Transportation Company—the Lord knows, his duty is done. Why assume the risk of the planter, allow him to let the hogs and cows chew up the trees, forget to water them and to care for them properly? That is bad business—bad for the Nurseryman and even worse for the planter, because he does not value his trees and consequently, does not care for them.

"The following is an exact reproduction of the paragraph we carry in our price list regarding replacement: 'We do not replace stock that fails to live. Possible neglect of planter and unavoidable climatic conditions prevent our guaranteeing our trees and plants to live. We deliver the stock to transportation company in good condition; our responsibility ends there. If the stock is damaged in transit, claim for damages should be promptly made on transportation company'."

## A NATIONAL AGRICULTURAL POLICY

Proposed by President-Elect Harding in His Address at the Minnesota State Fair.

"The time has come when, as a nation, we must determine upon a definite agricultural policy. We must decide whether we shall undertake to make the United States a self-sustaining nation—which means that we shall grow within our own boundaries all of the staple food products needed to maintain the highest type of civilization—or whether we shall continue to exploit our agricultural resources for the benefit of our industrial and commercial life, and leave to posterity the task of finding food enough, by strong arm methods, if necessary, to support the coming hundreds of millions. I believe in the self-sustaining, independent, self-reliant nation, agriculturally, industrially and politically."

## AN AMERICAN TRANSFORMATION

We presume that there may be some, who think as does Chairman McFarland of the gardeners' and importers' committee who doubt that the American Nurseryman knows what it is talking about when it says that Quarantine 37 is giving quite general satisfaction in the Nursery Trade. The editor of the Florists' Exchange, for instance, doubts it. Let him and all others of like mind read the communication in this issue from A. E. Wohlert, Narberth, Pa., and note the transformation of an importer to an American grower.

Mr. Wohlert is not the whole American Nursery Trade, to be sure; but his experience is being duplicated all over the country, and we presume that if Chairman McFarland's committee thinks it wise to proceed with its proposed investigation, it will conclude with a fine collection of reports,

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Costs a Dime. Worth Dollars

HERE'S a Book by U. P. Hedrick, who is acknowledged to be one of the greatest living authorities on fruits.

He has written a wonderful little book, that tells you just the things you want to know about the kinds of fruit to plant; and exactly how, when and where to plant them.

It is filled with invaluable information as to care and fare. The only book of its kind yet published. Worth many a dollar but will be sent to you for 10 cents.

Sent for so little as 10 cents by The American Association of Nurserymen.

Send at once for it to the Secretary's Office at Princeton, N. J.



epistles and documents the tenor of which will be that of Mr. Wohlert's communication. Then we shall welcome a communication from Chairman McFarland making it unanimous.

## Reply To Tariff Argument

Editor American Nurseryman:

I have read with interest the letter written by D. Hill Nursery Company to John Bethune, Secretary United States Tariff Commission. I find it quite remarkable for two reasons: One, a lack of knowledge of the real facts, or a misrepresentation of them; the other being an apparent desire to meddle into a branch of the business in which they themselves admit they have no financial interest.

To begin with I will not argue the merits of a total embargo. I am and always have been strongly in favor of a high tariff and exclusion orders which would protect the American Nurserymen, but I believe that honorable means should be employed to bring about this condition and not by mud slinging or misrepresentation.

Who are the few influential importing agents and brokers whose conspiracy has kept the duties on Nursery stock low? Does the writer of that letter not know that the A. A. of N. have had for many years a Legislative Tariff Committee composed of members from all sections of the country and representing about all branches of the business and whose recommendations, as a general thing, were accepted at past sittings of the Tariff Commission as representing the majority sentiment of the members of the A. A. N.?

Further: on what authority do they base their statement that the diseases or pests mentioned were brought into the country on Nursery stock? They are undoubtedly right about White Pine Blister Rust, but is there any intelligent Nurseryman who would be-

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lieve that Corn Borer or Cotton Weevil were brought in on Nursery stock? To one who knows the real facts, an argument of this kind would sound absurd; but to one outside the business who is not familiar with the circumstances it would create a false impression and put the Nurseryman, who imports stock, in the light of being an accessory to polluting the country with plant diseases and pests.

The D. Hill Company in their letter speak of their unselfishness, but yet they propose to the Tariff Commission that duties be raised on articles, which as I understand it, they do not grow or handle, and in which they are not financially interested. Is this fair? Would you as a fruit tree grower try to dictate what duties should be placed on Evergreens?

To sum up, if we as an Association have motives that are genuinely unselfish, would it not be better if matters of this kind, which affect the whole trade, be handled as Association matters and through their properly designated Committees?

C. H. PERKINS, 2nd.

Newark, N. Y., Jan. 22, 1921.

E. H. Wilson, plant explorer for the Arnold Arboretum, is scouting in Australia for new plants. Dr. N. L. Britton, director of the New York Botanical Garden, will soon make a study of plant life in Venezuela. Five other scientific plant explorers will go with him. His party goes under the auspices of the Gray Herbarium of Harvard, the New York Botanical Garden and the U. S. National Museum.

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## New Jersey Association of Nurserymen

**T**HE New Jersey Association of Nurserymen held its annual winter meeting during Agricultural Week in Trenton, N. J., on January 14th. The meeting was called to order by President Lester C. Lovett of Little Silver, N. J. at 1.1 a. m. The usual business proceedings were taken care of and then a number of interesting and educational addresses were given by the members. The program was as follows:

"The Question of New Jersey Compensation Insurance Rates," by E. W. Walder. This question was inquiring into the method used by insurance associations to determine the rates given to nurserymen, and on reports from different members it was conceded that the insurance companies had average rates, which the insured was able to lower by the experience of the years in which he had been taking insurance. In other words, the fewer accident reports that the insured made entitled him to a lower rate, because the risk was safer by the insurance company.

"Tariff Conditions": This discussion was with reference to the admission free of plants requiring special permit for propagating purposes, and in conclusion it was decided that the Association go on record opposing duty on plants used for propagation.

These discussions along with the business proceedings took up the morning session, and just before adjournment the matter was taken up of the summer meeting. On invitation of the president and other members from the section around Long Branch, it was decided that the summer meeting be held at Red Bank, and one of the features be visiting the large private estates in that locality where plantings of many rare and high-grade plants are to be found. The meeting then adjourned to have lunch in a body at Hildebrecht's restaurant.

At 2 p. m. the meeting was called to order, and P. M. Koster made a very interesting address on the "Propagation of Broad-Leaved Evergreens." He emphasized the value of broad-leaved evergreens, especially Hybrid Rhododendrons, calling them "The jewels of the modern garden." Mr. Koster has had years of experience in growing this class of stock in Holland in the days prior to Quarantine No. 37, so is well qualified to speak on a subject of this kind. One of the important points that he brought up was that native seedling Rhododendrons collected from the mountains are not suitable for grafting on account of the different tissue structure and toughness of the bark. The only successful stock was Rhododendron Ponticum, which under present conditions must be grown from seed.

"Prices—Past, Present and Future," was the title of an interesting address by Robert Pyle, President of the Pennsylvania Nurserymen's Association; he brought out the fact that co-operation was the first essential toward stabilizing prices. He imparted the idea that the nurserymen were really artists and not paid nearly as much for their artistic productions as they should be, in comparison with what is given in other commodities. When the purchaser buys a manufactured article, its highest value is at that time, while nursery stock would become more valuable as the years went by and nature did its part.

The place of meeting for the next winter was taken up, and it was decided that Tren-

ton be again accepted because of its central position and accessibility.

Next followed an invitation by Henry T. Moon of the Pennsylvania Nurserymen's Association, requesting that as many of the New Jersey men as possible attend their annual meeting at Harrisburg on January 27th.

Adolph Muller and Mr. Wohler of Pennsylvania made some interesting remarks on the difference in prices of Nursery stock quoted to the consumer.

And the last numbers of the program were addresses by Dr. Headlee, the State Entomologist and Dr. Cook, the State Pathologist. The outstanding fact of Dr. Headlee's address was that the Gypsy Moth colony in Somerville was being rapidly controlled and that with the appropriations both by the State and Federal Governments, the outlook is most promising and in a comparatively short time that the entire infestation could be eradicated.

Dr. Cook reported that his Bureau had not discovered any serious diseases for the year just past.

Then followed the election of officers: President, William Flemer, Jr., Princeton; vice-president, E. W. Walder, Eatontown; secretary and treasurer, K. M. Van Gelderen, Long Branch; membership Committee, Walter Momm, Irvington; executive Committeeman, Wm. F. Miller, Collingswood. The meeting was adjourned at 4:45 p. m. by ex-President Lovett.

Secretary John Watson of the American Association of Nurserymen was on the program, and although present requested that he be excused on account of just having recovered from an attack of influenza.

Those present were: A. M. Van den Haete, Morrisville, Pa.; R. De Wilde and Paul Fortmiller of Jackson & Perkins Co. Shiloh, N. J.; Wm. F. Miller, Collingswood, N. J.; Wm. Flemer, Jr., Princeton, N. J.; Walter Momm, Irvington, N. J.; C. J. W. Ottolander and C. H. Flemer of F. & F. Nurseries, Springfield, N. J.; S. Mendelson Meehan and Wm. Chandler Colmery of Thomas Meehan & Sons, Germantown, Pa.; W. A. Manda, South Orange, N. J.; F. D. Osman of New Brunswick Nurseries, New Brunswick, N. J.; Robert Pyle of Conard & Jones Co., West Grove, Pa.; C. H. Higgins, Ringoes, N. J.; E. W. Walder of Steele's Nurseries, Eatontown, N. J.; O. J. Howard, North Carolina; Milton L. McColgan of Red Bank Nurseries, Red Bank, N. J.; Wm. P. Howe, W. P. Howe, Jr., and A. B. Underhill, of Howe & Underhill, Pennington, N. J.; D. D. Volpe, Vineland, N. J.; Chas. E. Poinsett, Cream Ridge, N. J.; Adolf Muller, Morristown, Pa.; Henry T. Moon, Morrisville, Pa.; J. S. Worthington, Morrisville, Pa.; Floyd S. Platt, Morrisville, Pa.; L. C. Bobbink, Rutherford, N. J.; Harold Horner, Mt. Holly, N. J.; A. E. Wohler, The Garden Nurseries, Narberth, Pa.; John Watson, Princeton, N. J.; W. H. Forristel, Plainfield, N. J.; Dr. Thomas J. Headlee, Dr. M. T. Cook and Erdman West of N. J. State Dept. of Agriculture, New Brunswick; P. M. Koster, Bridgeton, N. J.; and K. M. Van Gelderen, secretary-treasurer of the Association, Long Branch, N. J.

### New York Nurserymen's Meeting

The annual meeting and banquet of the New York State Nurserymen's Association will be held at the Powers Hotel, Rochester, N. Y., Thursday, February 17, 1921. The meeting will be addressed by nurserymen of national prominence.

An open competitive examination for plant propagator will be conducted by the U. S. Civil Service Commission Feby. 23rd, at points all over the country. Applicants should apply for Form 1312.

Say you saw it in AMERICAN NURSERYMAN

### A Practical Quarantine Result

Jackson & Perkins Co., Newark, N. Y., as intimated recently in these columns, has selected Shiloh, Cumberland Co., New Jersey, as the site for a branch plant and new operations, on account of soil and climate for the production of ornamental shrubs and small fruits, including especially materials excluded by Quarantine 37, such as rhododendrons, budded roses, fancy evergreens, etc. In order to facilitate shipping conditions the Central Railroad of New Jersey will run a spur track to the grounds with a station and siding at Shiloh. Right of way has already been obtained and Mr. Perkins has granted land for the station and siding. The new superintendent of the development, Roland De Wilde, described by the firm of one of the best plant propagators of Holland, recently arrived from Boskoop, Holland, with his family, Mrs. De Wilde, and their four boys. Mr. De Wilde, who speaks English fluently, will give his attention to the culture of stocks concerning the profitable, commercial culture of which in this country, there has been much discussion. The branch will employ 100 men.

### For a Texas Arboretum

John S. King, president of the Botanical Garden and Arboretum Association of Texas, recently said:

It is the inevitable result that the progressive spirit of the people of Texas should eventually come to realize the importance of planting trees in the State, where perhaps three-fourths of its area is devoid of trees. For the last forty years the lovers of trees have associated themselves together in such organizations as the Texas State Horticultural Society, the State Nurserymen's Association, the Texas Forestry Association and the State Department of Forestry.

One of the great obstacles to tree planting in Texas has been the want of knowledge of the adaptations to our particular characteristics of climate, soils, etc. The State Horticultural Society, composed largely of nurserymen of the States and others interested in tree and plant growth, have labored strenuously and single-handed, as it were, learning the adaptations of the State and making tests to find out those classes and varieties of trees that would give the highest success. Much progress has been made by these loyal supporters of the horticulture of the State of Texas.

We might name such progressive spirits as the late T. V. Munson of Denison, William Watson of Brenham, G. Onderdonk of Victoria, E. H. Adams of Bonham, Dr. Yokum of Mount Selman, Dr. Whitaker of Tyler, the elder Ramsey of Burnet, and others who have gone to their reward. Among the living are E. W. Kirkpatrick of McKinney, J. B. Baker and Robert Drum of Fort Worth, Ramsey and son of Austin, E. W. Knox of San Antonio, Goodrich Jones of Temple, J. R. Mayhew of Waxahachie, Dr. Stell and A. W. Walker of Paris, E. J. Kyle of College Station, Tackett and sons of Weatherford, Will B. Munson and C. E. Stephens of Denison, Dr. Lewis and H. B. Beck of Austin, A. W. Kerr of Houston, and John S. Kerr of Sherman, Texas, and hundreds more we might mention. Such men have spent their lives and thousands of dollars in the interest of Texas tree planting. Really, it has been a labor of love. In the organization of the Texas Forestry Association, the State Department of Forestry and the Texas Arboretum Association, a step forward is made in this important interest in which is the promise of much strength and support, in that it is hoped to add to the individual efforts which have been made the strong arms of the State, and perhaps of the Federal authorities.

It is hoped by the movers in this matter that the Association of Women's Clubs, the Texas Forestry Association, the State Department of Forestry, the State Horticultural Society, the Southwestern Nurserymen's Association, the various Garden Societies of the State and all lovers of trees and flowers will interest themselves and support the measure of the establishment of the State Botanical Garden and Arboretum.



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20,000 6 to 8 feet

Caliper 1 1/8 inch and up—One year buds.

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Caliper 1 1/2 inch and up—One year buds.

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Also an assortment of standard varieties of Fall Pears and other fruits.

Our trees are exceptionally well rooted, accurately graded, hardy, and first-class in every respect.

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480 Acres Nursery

1350 Acres Orchard

Newcastle, California

## Courses of Nursery Training in Colleges

Are planned as the result of American Association of Nurserymen activity. A Committee on Nursery Training, of that Association, is co-operating directly with Agricultural Colleges in the establishment of such courses. Detailed information may be obtained by an applicant for such training by addressing the executive office of the Association, Princeton, New Jersey.

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## Quite Satisfied With Quarantine Conditions

Editor American Nurseryman:

When I first read the now well-known letter issued by the committee on Horticultural Quarantine, Mr. J. H. McFarland, chairman, I was to say the least surprised, as I could not have imagined that so many men could be induced to sign a document dealing with a subject they apparently knew nothing about; and yet I was aware that one of the signers had imported plants under "special permit" and therefore should have known better. True enough he had evidently asked permission only for the importation of from six to a dozen of each of some 10 or 12 varieties of plants in which he is commercially and otherwise interested, but perhaps that is all he wanted. If he had asked permission to import 100 or one thousand of each variety, I am sure permit would have been granted; but I suppose he thought such a liberal policy was impossible and therefore asked permission for only a hatbox full and the permit was promptly granted.

My personal experience for several seasons is as follows: I must have been one of the first to tackle the F. H. B., as one of my many permits is numbered 9. I have had all my requests approved but one. The F. H. B. has permitted me to import all I have wanted permits for and I have always asked for full measure, not because I believed the F. H. B. would pare down the permit, but simply for the reason that I wanted to be safe and ask for enough. After I then later had opportunity to more carefully consider the number of plants I could safely handle (and pay for) I would

pare down my order to possibly one-fourth of the number for which I held permits.

The young stock, when rather small and immature, suffered a lot before it came to me and proved rather in poor condition, partly to blame on the trip to Washington, but largely on account of the very long time on the road by reason of our poor facilities on the railroads last year. One lot of 1000 was destroyed, as the stock was said to be infested. While I do not believe more than possibly 5% could have been infested, if that many, I am willing to admit that if I had been invested with the responsibility of the F. H. B. I would have acted just as they did, even if it did cause loss and inconvenience to one or more citizens. I would also have destroyed a suspicious lot of stock in order to be safe.

That of course some of the employees of the F. H. B. are not infallible is another fact; some may even be ignorant; but so are some of our own and yet we manage to please nearly all our trade.

Quarantine 37 is popular now; it does not suit importers; I was one, but I have turned over a new leaf and I am now a grower, thanks to F. H. B.

A. E. WOHLERT.

Narberth, Pa.

C. K. Turner, state quarantine guardian of Placer county, Cal., reported under date of Dec. 28, 1920, that 709 trees out of a shipment of 14,340 peach trees by Utah Nursery Co., Salt Lake City, to Silva-Bergtholdt Co., Newcastle, Cal., were condemned, mostly on account of borers, but quite a number on account of mechanical injury and four for crown gall.

## Obituary

Arthur R. Luetchford

Arthur Raymond Luetchford, Rochester, N. Y., aged 28 years, died at Asheville, N. C., Jan. 3rd. Mr. Luetchford five years ago contracted with President Menocal, of Cuba, to landscape the latter's immense sugar plantation in Oriente Province. His work there was so successful that he was offered contracts for elaborate parks, suburbs and other civic improvements. In Havana alone he constructed seven parks of charm and originality. The Parque Japones is considered by experts a masterpiece of park design. The Parque da la Fuente Luminosa (Park of the Illuminated Fountain) is one of the beauty spots of the Cuban capital.

Mr. Luetchford introduced innovations in Havana. The construction of an ideal public playground, authorized after no little controversy, gratified him especially. A system of three adjoining suburbs was laid out by him and they since have become fashionable residence districts of Havana.

Upon Mr. Luetchford's entrance into the United Coast Artillery his father, R. D. Luetchford, who until that time had been a Nurseryman of Rochester, N. Y., became a partner in the firm and carried on the business.

### Washington Horticulturists

A great horticultural conference, featuring the annual conventions of the Washington State Horticultural association and its five affiliated organizations, was held in Spokane in December.

Speakers who were heard during the conference included Theodore H. Scheffer of the United States biological survey; R. T. Reid of Seattle, president of the Western Washington Horticultural society; J. C. Wood of Missoula, state horticulturist of Montana; Professor C. C. Vincent of the University of Idaho; Dr. F. D. Teald, J. H. Stahl, Professor O. M. Morris, Roy Larsen, E. S. Robertson, Dr. A. L. Melander of Washington State college, W. P. Sawyer, Wapato; I. D. Richards, superintendent of transportation for the Northern Pacific railroad; President S. B. L. Penrose of Whitman college, Professor C. H. Hungerford of the University of Idaho and H. A. Lyon of Boise, state director of markets of Idaho.

### The Perfect Prune

The "perfect prune" is soon to be grown in America, Prof. L. R. Detjen of Delaware college announced in an address before the thirty-fourth annual convention of the Peninsula Horticultural society at Wilmington, Del.

Describing his super-prune, which is to be evolved from a domestic plum, Professor Detjen said it would be the first time an American variety had been adapted to prune purposes, the output hitherto having been grown from European varieties.

Professor Detjen explained that his plum, while of no commercial value now, will be carefully bred until it becomes the ancestor of an American prune aristocracy which he said will be the "breeding stock for a new and harder race of prunes for eastern America."

See you saw it in AMERICAN NURSERYMAN

## OWN ROOT ROSES

For Spring Sales, No. 1 and No. 1½. Field Grown. Wire for prices.

For Nursery Row. Full list from Beds.

Also Baby Type 3's from field.

HOWARD ROSE CO., Hemet, California

### MICHIGAN GRAPE BELT HEADQUARTERS

For fruiting-time inspected (to verify trueness to name) select sprayed, brittle, well-ripened solid wood, full of life, 3-16 to 5-16 in. caliper, 3 buds and up, 9 to 11 in. long. Butts packed in best quality sphagnum moss in cartoned and paper-lined containers to carry cuttings in best condition, any distance, at any time, in the winter and spring months.

GRAPE CUTTINGS. CHARLES NASH, Nurseryman, Three Rivers, Mich.

## J. H. Skinner & Co., Topeka, Kansas

Offer for early Spring shipments:

Apple Trees, 2 yr. Keiffer Pears, 1 and 2 yr.  
Peach, 1 yr. Gooseberries, 1 yr. Strong plants.  
Grapes, 1 yr. Rhubarb Myatt's Linneas, Divided roots.

APPLE SEEDLINGS, all grades.

Black Locust Seedlings. Honey Locust Seedlings.

SHADE TREES—Ash, Elm, Maple, Sycamore, Honey Locust, American Chestnut.

Bechtel's Double Flowering Crab, all sizes. Amoor River Privet, 12-18 inches; 18-24 inches; 2-3 feet. Pedra Van Houtti, 12-18 inches; 18-24 inches; 2-3 feet; 3-4 feet.

Let us price your wants.

## We Offer For Spring Trade

A considerable quantity of English Beech, Oriental Planes, Catalpa Speciosa, White Dogwoods, American Elms, Horsechestnuts, American Judas, Koelreuterias, American, English and Silver Lindens, Norway Ash Leaved, Sycamore, Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias, Lombardy Poplars.

Many of the above can be supplied in heavy caliper. Write for particulars and prices.

The Rakestraw-Pyle Co.,

KENNETT SQUARE, PA.



## Executive Secretary Watson Resigns His Office

Major Lloyd C. Stark, President,  
The Executive Committee, and  
The Members of the  
American Association of Nurserymen..  
My Dear Friends:

Thus early in the new year, I wish to bring to your attention the present condition of the Association, a condition so favorable as to warrant me now in laying before you a matter that I have had in mind for some time.

You have in your treasury at this date, \$16,500 cash, a larger sum than the Association has ever had on hand at one time in its history.

You have a membership which, while not as large in numbers as in some of those earlier years when membership meant only attendance at your annual convention and was therefore transient only, is now a stronger membership; strong in aim and purpose and in credit and standing.

The action taken in your last two conventions and particularly last June placed this group of nurserymen in an enviable position, action that was spontaneous and therefore doubly to your credit and the unanimity of its expression by a vote of more than 15 to 1 assures the permanency of your program and the success of your Association.

When I was tendered the secretaryship of your Association in 1919 over many older, wiser and more capable men, the offer came from each member of your Executive Committee individually; and I recall with gratitude such as you will understand, that while I had the offer under consideration, I received letters from more than a hundred and fifty members of the Association who were generous enough to my short-comings

to urge me to accept. I felt under obligation to accept. Only two years before, I had had the honor of serving you as your president. In that capacity, I had proposed some undertakings in the matter of selecting and standardizing the membership, a proposal that found acceptance in your adoption of Article IX of your constitution. I had later on been fortunate enough to be present when the market development movement was started and your favor kept me closely identified with that work. When the program was taken over by your convention in 1919, and changed to suit the different conditions, I must think that my identity with what had been already done, rather than any merit or fitness of my own, brought my name into consideration in connection with the Association's secretaryship. The unanimity with which you endorsed last June's report and by your action directed the continuance of the same program and provided for financing it through the new schedule of dues, was a compliment to your Publicity Committee and those associated with them, but it was even more a compliment to your own expression of your aims and ideals as an Association.

Need I say that I should have been forgetful of much kindness and generosity and favors far beyond my merit if I had not heeded that call to service? I feel that now conditions are different; your plans are matured and have been successfully carried out to this point. I feel that I can now turn my part in their continuance over to another without any sacrifice of your interests.

I therefore beg you to relieve me of these pleasant duties and to accept my resignation

as secretary to become effective upon the designation of my successor.

Necessarily, I have been in close and constant touch with the members of the Executive Committee and it is not necessary for me to say—and yet out of pride and pleasure I must say—that from these personal friends and trade associates during many years, I have received as secretary their constant, generous and cordial co-operation. My correspondence with the members has brought me into even closer touch with some hundreds of trade associates and this contact has given me much to recall with delight and nothing whatever of regret. Without a single exception, I have received from every member of the Association, every assistance asked for. I feel that this is something I should say to you. It is something I should like to say in person.

The question of your next secretary is one that closely concerns each of you. My own relations with you have been so altogether pleasant that, having arrived at this decision, I feel that it would be a marked lack of courtesy for me not to acquaint each of you with it. Your affairs are in such prosperous condition, your adopted program so definite and your approval of it so unmistakable, that I feel I can now at any time without prejudice to your interests which have always been very close to me, turn back your commission and devote myself to other matters.

I see you now accepted by the agricultural and horticultural press, by the leading pomological and garden societies, by entomologists and other state officials and by your trade associates as aligned with the standards of the new era in business, standing upon a progressive and constructive program practical in every detail and leavened with a sentiment for such standards as will insure your growth and influence as an organization, your larger prosperity as businessmen and your increased happiness as individuals. No one wishes for you all these things more ardently than myself. If, in your estimation, I have contributed to the smallest extent to the accomplishment of the momentous years from 1915 to the present time, then I shall feel happy and recompensed beyond my deserts.

Sincerely yours,

JOHN WATSON.

Princeton, N. J., Jan. 8, 1921.

## Are You Equipped FOR TAKING Landscape Orders?

Undoubtedly the coming season will be an important one for landscaping, and you should have some of our good landscape photos to help along sales.

The re-orders we are getting from old customers we consider proof of the real value of our material.

The Plate Book we make is ideal for the Landscapeman. Our prices will suit.

Send for Free Sample Circular.

Plans drawn, lists and blue prints given.

Send sketch. \$5.00 up.

B. F. CONIGISKY, 229 N. Adams St. PEORIA, ILL.

## Fay's Prolific Currants BLACK NAPLES

We have some mighty fine 1 year No. 1 plants, grown under irrigation, extra well rooted, and sure to please your trade.

Remember we are not in the quarantine district and these can be shipped to any point in the United States.

Stock is now dug and in our storage cellar ready for immediate shipment.

Washington Nursery Company

Toppenish, Wash.

## GRAPE VINES

Gooseberries Currants  
Raspberries Strawberries  
Best varieties. Well rooted and vigorous plants. Catalogue sent to you free. Write for it today.  
T. S. HUBBARD CO., Fredonia, N. Y.

## For Sale—A NURSERY

In Western Indiana consisting of 15 acres good black prairie soil. Equipped with 2 greenhouses 25x40. Good trade established in general nursery stock.

Prices reasonable. Terms Good  
ROY ATKINSON, Fowler, Ind.

## APPLE SEEDLINGS

IOWA GROWN

IT WILL be worth your while to try them. They matured naturally in the ground and are full of vitality. We have all grades. The Number One grade of straight and branched is especially fine. We also have a special grade for lining out to bud. Prices and samples on application.

We can also furnish  
APPLE GRAFTS

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## YOU NEED --- WE HAVE

50,000 LOGANBERRY, first-class tip plants

35,000 CURRANTS, red and black, 1-yr. No. 1.

8,000 GOOSEBERRY, Oregon Champion, 1-yr. No. 1.

20,000 RASPBERRY, Superlat ve and St. Regis, 1-yr. No. 1.

250,000 ASPARAGUS, Six leading sorts, extra fine, 1-yr.

All clean stock, not subject to quarantine.

Shipment anywhere after Dec. 15, except Logans for Feb. shipment.

Write for prices.

Crow's Nurseries, Gilroy, Calif.

## Peach Pits

The Howard-Hickory Co.  
HICKORY, N. C.

## PEDIGREED NURSERY STOCK

By Professor U. P. HEDRICK, Geneva Experiment Station, New York

[In view of renewed interest in pedigreed Nursery stock, discussion of the subject is in order. The following is taken from The Journal of Pomology, edited by Edward A. Bunyard, F. L. S., Maidstone, England.—Editor.]

**A**n attempt is being made by some nurserymen and scientists to attach importance to the pedigrees of plants which are propagated from buds, scions, cuttings and off shoots. Thus, it is claimed that varieties of tree, bush and vine fruits should have their lineage set forth before they find a place in the plantation of up-to-date planters. This is a matter of tremendous importance to fruit-growers and nurserymen. If varieties of fruits can be improved by the selection of buds, scions and cuttings in propagation, the sooner the present practice in nurseries is changed the better for all who grow fruit. On the other hand, if such selection of propagating wood is not worth while, it is most unjust to taboo nurserymen who cannot give the ancestry of their stock.

My own belief is that there is nothing to gain even though there is some truth in the claims of those who would have nursery stock sold with a pedigree. I believe that we should be doing great injustice to nurserymen, and indirectly therefore to fruit-growing, should we require growers of trees to take buds or grafts only from the bearing plants which seem to be superior to other individuals of their kind. I believe that a fruit-grower can spend his time to better advantage than in attempting to improve fruit trees by bud selection. The rest of this paper is a defence of the position I have just taken.

### Analogy—Heredity

At the outset, it must be pointed out that the seeming analogy between plants propagated from buds and scions and those grown from seeds has given a false simplicity to the facts and has led many astray. Analogy is the most treacherous kind of reasoning. We have here a case in which the similarity of properties is suggestive, but the two things are wholly different upon close analysis. In the case of seeds, there is a combination of definite characters in the offspring from two parents. Since the combinations of characters handed down from parents to children are never the same, individual seedlings from the same two plants may vary greatly. On the other hand, a bud or graft is literally a "chip of the old block," and while plants grown from buds may vary because of environment they do not often vary through heredity. The fruit-grower must first disabuse his mind of the notion that plants grown from vegetative parts change their characters as do the offspring of animal and seeds.

Perhaps it is not too much to say that the weight of scientific authority is against the theory that varieties propagated from cuttings either improve or degenerate. Science very generally accepts the belief that "in vegetative production heredity is complete."

The discoveries associated with the name of Mendel emphasize the fundamental nature of the great force heredity in determining the characters of living things. "Like begets like," "Race is everything," "A chip of the old block," "Like father like son," "Figs cannot be picked from thistles nor grapes from thorn trees," "The iniquity of the father is visited upon the children to the third and fourth generation," are old and familiar aphorisms recalling the general nature of heredity which present knowledge makes more forceful than ever before. Heredity, in the light of Mendelism, is almost a tight compartment, a closed circle, a political ring, into which new characters seldom find their way.

### Mutation

But new characters may get in and in their turn are inherited. How? The touchstone which Nature uses in introducing new characters into living things has long been known, but has been clearly described recently by De Vries. It is the phenomenon familiar to fruit-growers as a "sport" which scientists dignify with the name mutation. They assume that new characters in ani-

mals and plants are produced from existing forms by sudden leaps. The parent remains unchanged during this process and may repeatedly give birth to new forms.

Through the work of Mendel and De Vries old theories of breeding has been upset, and, in particular, we have changed our views of selection as a means of improving plants, holding that as formerly practiced it is either a worthless, a very limited, or at best a very cumbersome method of improving plants. It is now believed that most of the differences in plants within the strain of the same variety or species are not transmitted from parent to offspring and that, therefore, selection with them is of little avail. There are, however, two kinds of variations.

Not infrequently wholly new characters, the mutations of science, appear in plants and are transmitted from parent to offspring. Suppose a branch of russeted, or red apples in a tree of green apples; or a cane bearing white, or red, or seedless grapes on a Black Hamburg vine; or a branch of a Montmorency cherry bearing double flowers, to represent the kind of variations that may come true when propagated from buds or scions. Such variations are relatively rare and many men work



PROF. U. P. HEDRICK, Geneva, N. Y.

among fruit trees a lifetime and do not find them. On the grounds of this institution where we have under observation fifteen or twenty thousand tree, vine and small fruits, we seek bud-variations, but do not isolate one a year. When such a variation is found, whether or not the new character will be transmitted to the next generation can be determined only by trial.

### Nurture vs. Nature

There are variations of another kind, much more common than those just described, due to the effect of the environment of the plant. The richer the soil, the more sunlight, the better the care, the greater the freedom from insects and diseases, and the longer the season, the more vigorous is the plant, the more fruit it produce and the larger and the more perfect is the fruit. But though these changes and conditions produce a direct effect upon the plant during its lifetime, there is no evidence to show that any of the variations so brought about can be transmitted from parent to offspring. The fruit-grower who wants to perpetuate such variations must renew for each generation the conditions which gave him the desirable effects. It is a question of "nurture" not of "nature."

If it were true that characters acquired because of environment were inheritable, the resulting medley would be overwhelming. Let us see where the acquirement of characters through environment would lead us in a particular case—taking, it is true, a somewhat extreme one. If a growing apple

be put in a bottle, it will continue to grow and will assume the shape of its covering, making a bottle-shaped apple. If one such bottle be red and another blue, the color as well as the shape of the apples will be changed. If many variously shaped and colored bottles be used and if from their seeds or buds the resulting products come true, especially if the seeds were crossed, the imagination cannot compass the confusion in form and color of apples which would result in a few generations.

The Geneva Experiment Station has an experiment which gives precise evidence on this question of pedigreed stock. Twenty-two years ago a fertilizer experiment was started with sixty Rome trees propagated from buds taken from one branch of a Rome tree. Quite as much variation can be found in these trees from selected buds as could be found in an orchard of Romes propagated indiscriminately and growing under similar conditions. Data showing the variations in diameter of tree and in productiveness can be found in Bulletin 339 of this Station, and will go far to convince anyone that uniformity of behavior as regards vigor and productiveness of tree and size and color of fruit cannot be perpetuated.

### Variation Must Be Inherited

To summarize; to be of any value in plant improvement a variation must be inherited; mutations are inherited; variations resulting from environment are not inherited, or at least, there is no indisputable evidence of such inheritance. Fluctuating variations in vigor, hardiness, and size of plant and in color, size, amount and quality of fruit play little part in the improvement of plants. Selection was formerly considered a continuous and cumulative process; the revised theory is that it is a discontinuous process and new characters are added in one leap. Somehow, somewhere, sometime in the life of a species of plants, a wholly new character is added, or removed, and the variation is transmissible to the succeeding generation.

May it not be true that size of fruit, vigor, hardiness or productiveness of plant may appear as mutations and be heritable? These characters may appear as heritable variations but it cannot be known without precise experiments for each case whether or not they will be inherited. No fruit-grower or nurseryman is warranted in assuming that the qualities named can be handed down—the chances are many to one that such variations are due to nurture and are not transmissible.

For several years the speaker has spent much time in studying the histories of varieties of fruits. In "The Grapes of New York," he has had to do with histories of about 1,500 grapes; in "The Plums of New York," 2,000 sorts of plums; in "The Apples of New York," with about 700 kinds of apples; in "The Cherries of New York," 900 cherries; in "The Peaches of New York," with about 2,000 peaches. When this knowledge of thousands of varieties is focused, one sees in fruits stability and not variation. The generations of varieties of fruit do not change. The Baldwin apple, Bartlett pear, Concord grape, Montmorency cherry have not changed. If indiscriminate taking of buds for propagation means changes, we should have innumerable types of Baldwins, Bartletts, Concords, Montmorencies and other fruits.

There are, probably, more than one strain of some varieties of fruits. But these strains are few, not more than two or three for any variety. No one knows how strains have arisen—certainly not by premeditated selection. The fact of these occasional strains does not alter the statement that the great majority of the infinitude of variations in every orchard are not transmissible.

### "Selected Bud" Difficulties

The practical difficulties in growing trees from selected buds, granting for the minute that improved stock may be so obtained, are almost insuperable. The following are a few of them:

(1) A bearing tree surpassingly good in one quality, may be deficient in others. A tree bearing large apples might be unproductive, subject to fungi or insects, lacking in vigor or hardiness, or short-lived. Selecting for one quality will not do. The more qualities, the more difficult to find an

(Continued on page 45)



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Quince to offer.

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Nice block of transplanted American Elm,  
1 1/2 to 3 inches.

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General Assortment.

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**ONE YEAR PLUM** Including  
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Also APRICOTS; CRAB; ROSES; SHRUBS;  
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Send stamps or money order.

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**Myrobalan Seedling Stocks**

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Clean, healthy seedlings for lining out  
Can book orders in 5/9 and 4/6 m-m  
grades

For Immediate Shipment

**Gregory Bros. Nursery Company**

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**Norway Spruce and White Pine**

For lining-out or retail sales.

12-18 in. XX, each, 11c. per M., 10c. per 5M  
18-24 in. XX, each, 16c. per M., 15c. per 5M  
Strong, twice transplanted stock.  
Samples on request.

Scotch Grove Nursery, Scotch Grove, a

**For Sale****Wanted**

Peach, medium and small  
grades, and Everbearing  
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Apple, Pear, and Plum cien.  
Also Grape Vines for lining  
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SMITH BROS.,

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INDEPENDENT FRUIT CO.

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suitable for grading  
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ing with exclusive trade news. Absolutely  
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## PRODUCTION OF NURSERY STOCK

By W. M. GOULD, Newark, N. Y., in Seventh Annual Report of Vermont Hort. Society

When the New World received its colonization from the Eastern Hemisphere, the nursery business started with it and as early as 1768 a New York State man, Thomas Young, was awarded a prize of ten pounds sterling for having the largest number of apple trees (27,000), in his nursery. Western New York has been for many years a center of great nursery industries.

The growing of nursery stock, as an enterprise, has done very well, indeed, to come as near as it has to keeping pace with the enormous demands made by the home-maker, as well as the commercial planter. While a demand for fruit-producing trees and plants has increased every year, the demand for shrubs, roses and ornamental trees has been even greater.

All owners of real estate are prospective buyers of nursery stock. The commercial planter is increasing his demands every year and the nursery business for years has been kept on the alert to take care of this demand. The fact that the nursery business has become a large industry is all the more surprising, when you consider that a man really has to be born into the business, or marry into it.

### Nature of the Industry

The nursery business seems to have very little attraction for the average business man with capital, seeking investment, for the nurseryman's money is tied up from three to four years for each crop. The capital invested always depends for its return upon the chances of the elements, must battle with dry weather, wet weather, hailstorms, insects and diseases. The nurseryman has always before him the problem of procuring skilled labor, which is absolutely necessary. The nurseryman must get his seedlings from France, seeds from Italy and France and Japan, raffia for tying from Madagascar, the latter requisitioned during the war for making "grass" for camouflage. He must run the risk and meet the cost of getting these world-wide supplies. He can procure labels from only two factories in the country. His special tools required, are many times unobtainable. Then, if he finally gets a crop, when he is ready to place it on the market, he may find that he has "guessed wrong" as to varieties required by his customers, for he has to estimate usually three or four years in advance as to what his trade will demand.

Moreover, when his trees are ready for market, he may find that the buying public has become permeated with that perennial, everblooming, everlasting joke in the farm papers about the Elberta tree that bore a Heath Cling Peach. Only a joke, but it has caused the honest, plodding, careful nurseryman no end of undeserved material loss. This Elberta-Heath Cling, untrue to name, talk is like the mother-in-law joke. We all laugh at the mother-in-law joke, of course, year after year and while it may make the unmarried man hesitate to acquire a mother-in-law, each one of us who has a mother-in-law knows her to be a very good woman, and we agree that an injustice has been done to every mother of a married daughter by this ancient joke.

So much for the operation of planting but you ask, "What have we planted?" We have prepared the land by thorough and deep tillage for one year. We have drained or re-drained it two and one-half to three feet or more deep, plowed it in the fall, harrowed, rolled and trenched it in the spring and planted the stocks.

### Nursery Stock

But, what are "stocks"? A stock in an apple block may be either a seedling or a root-graft.

Root-grafts are made by taking a seedling, root-grafting it by means of tongue-grafting or whip-grafting onto it a dormant scion of the variety desired.

This root-grafting is usually done in the winter months. Root or crown-grafting was, for many years, a very general practice among nurserymen but this plan of propagation has been largely discarded, especially in the East and the method of planting seedling has become general.

Seedlings are grown from apple seed and

in normal times are imported from France in large quantities. The question is always asked—Why from France? The nurseryman answers that, by stating that the French seedling grows the best; even better than the American seedling when transplanted; it shows better foliage and takes the bud better, and produces a more vigorous tree. Recently, some very good results have been secured from American seedlings but as a rule, with us have not been satisfactory.

By the way, French or American seedlings when planted cost as much as the nurseryman used to get for his trees.

So this "stock" that we have planted is an apple seedling and we proceeded to cultivate, hoe and spray until July, when the earth is levelled away by use of the grub-hoe and the budding is started.

### How Budding is Done

The term, budding, is used to denote a bark or skin operation as distinguished from grafting, which is a wood operation. The style of budding in general use is shield budding, so-called from the shape of the bud as it is cut from the bud stick.

The bud is cut from the bud stick, the bud stick having been cut and the leaves having been trimmed from the bud stick by the budding foreman who is the most important man in the whole nursery. The budder carries these bud stocks with him, from which the leaves have been trimmed and cuts each shield bud as he is ready to insert it in the seedling. In some nurseries, the budder ties his own buds but our budders do not tie, but generally the tying boys follow the budders.

The Tollis patent, as here shown, consists of a clamp that holds the bud in place. This clamp takes the place of tying. We used it this year and made a thorough test with good success.

A necessary precaution used is to have only one variety of apple budded at the same time. If you have ten budders and as you finish budding a variety, you have only one or two rows left in the block of that variety, all men work on the one or two rows until the variety in hand is finished. Then, all remaining bud stocks are collected and destroyed before the bud sticks of the next variety are allowed to go to the field. This occasions some loss of time and some extra labor cost but this rule is absolutely essential and a rule to which no exceptions are ever allowed; for, in this manner, no confusion occurs.

The commercial orchardist has come to select his nurseryman as he would his doctor or lawyer. He finds out the professional reputation of the nurseryman and looks into it as carefully as he would that of his doctor or his lawyer. They are all in one class for you don't know what they are giving you but you must rely on their good judgment and integrity to give you what is right.

With your permission, I am going to take up the production of fruit trees and explain many facts and methods that may seem very elementary but this plan may bring out questions for discussion and that is the aim of this talk.

Let us take up now, the production of a block of apple trees.

### Preparation of Land

Land that has been used for general farming, and that is the kind of land that is usually planted to nursery stock, needs to be deeply and thoroughly worked at least one season. The land needs to be drained and where tile drains are used, they should be placed two and one-half to three feet or more below the surface and, if tile drains were in the land when taken over by the nurseryman, these drains must be lowered and usually an increase must be made in the number of ditches, as nursery trees can, under no circumstances, stand "wet feet."

Land should be plowed in the fall, and in the spring harrowed and rolled and then the field is ready for the first operation of planting trees.

### Planting

Trenches are made by the trencher to receive the stocks in rows. These rows are

usually three and one-half feet apart and the trees are planted from six to ten inches apart in the row. The stocks are "stuck" in the trench and then they are "heeled in" by a horse-drawn heeler or firmer. The stocks should be well firmed.

The budding foreman now enters his budding for that variety in his field-book and stakes his block—the stake showing the variety. Then the decks are cleared for the budding of the next variety.

### Cutting the Bud String

In ten days or two weeks, the strings are cut on each bud or the clamps are taken off. Re-budding is also done later whenever it appears that a bud is not alive and no union is taking place, or if a bud has started to grow, the seedling is re-budded for, of course, this bud must remain dormant until next spring if it is to be of any use.

### Cultivation

Up to July and August, the budding months, the cultivation and spraying of the seedlings is very intense, as we want every particle of foliage possible. After budding the cultivation and spraying are continued until September. We cultivate apple blocks each year anywhere from six to twelve times, according to the season, and hoeing is also done from time to time during the season, according to the condition of the land.

If cultivation is continued too late in the fall, it stimulates a late growth, which retards the ripening of the stock. The better the stock is ripened, the less danger of winter damage. Late fall cultivation is not advisable.

### Cutting Off Seedlings

During the winter and early spring, when the weather and snow conditions will permit, the seedling is cut off just above the bud.

### Second Year Work

The tops of the seedlings have been cut off near the bud. Spring is here and cultivation is started just as soon as possible. The crust is broken and intensive work is begun. The foliage of the seedling having been good the preceding year, the seedling has a good root system, which now throws all of its energy into the bud. Sprouting is done as soon as seedling sprouts appear and the little bud starts to grow and as it proceeds to make its four to six foot growth, amid constant cultivation and spraying, it is allowed to "feather out" as Dr. Bailey says. When fall comes, many times a cover crop is planted before the last cultivation. You have now the one year bud or whip—a one year top and a two year root in the nursery now.

### Third Year Work

During the winter or early spring following, these whips are headed back about three feet or whatever the heading may be and in the spring, the cultivation and spraying starts—this time for the purpose of fattening the tree and growing its head. Cultivation and spraying are continued until fall. If any heavy sprouts or limbs start on the tree trunks during the summer, they are cut off but the leaves "feathers" that grow out around the tree trunk are allowed to remain until late summer or fall. These "feathers" (leaves only) tend to increase the size of the trunk and to prevent the tree shooting up and making a spindling limb growth at the top.

So, now we have a two-year bud, a branched tree anywhere from four to seven feet, according to variety.

### Digging the Trees

Generally speaking, you now have the finished product ready to dig.

Originally, the digging was done with large tree spades and with indifferent success. We did not always get all the roots and there was heavy loss from root splitting. Now the digging is done with a horse or power-drawn U-shaped digger that cuts some distance below the roots of the trees and loosens the soil so that the trees can be easily pulled out by hand or plowed out as the case may be and you get all the roots without splitting.

When we start cutting under the rows of trees with the digger it takes from six to sixteen horses, according to the season and soil, this operation can proceed throughout

(Continued on page 46)





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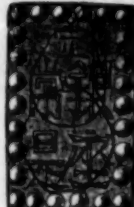
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### Pedigree Nursery Stock

(Continued from page 42)

improved tree, and the more complicated is selection.

(2) The selected buds must be worked, in the case of tree fruits, on roots that are variable. To have "pedigreed" trees it is necessary to have "pedigreed" roots as well as "pedigreed" tops.

(3) The cost of trees would be vastly increased if nurserymen were required to bud from or to go back every few generations to bearing trees. Opportunities for dishonest practice would be greatly multiplied. The advertisements of some who now sell "pedigreed" stock are an insult to an intelligent man, and these are only a foretaste of what we shall have if fruit-growers force nurserymen to compete in selling "pedigreed" stock.

(4) It is the experience of those who have taken buds from bearing trees that the resulting nursery plants lack vigor, and may remain weaklings for several years.

(5) If pedigreed trees become the vogue, tree-growing must become a petty business. Climate and environment would permit nurserymen who are growing pedigreed stock to propagate only a half-dozen varieties of any fruit. Not more than this number of sorts is so pre-eminent adapted to any one geographical region as to give good mother trees.

(6) Fruit trees are not sufficiently well fixed in their characters to make selection from single "best" trees worth while even should their characters be transmissible. Thus, trees in many cases do not show their best attributes until late in life; or to the contrary, fail as they grow older; or are affected for better or worse by moisture, food or physical conditions of soil in certain seasons; or insects and fungi may give them a variable and uncertain standing. A nurseryman with the best intentions might thus propagate from a prepossessing tree only to find later that he and his customers had been deceived.

(7) Heritable variations can be told only by growing the parts bearing them—by studying the offspring, not the ancestor; by

looking forward, not backward. This is impossible in the nursery.

In conclusion, the burden of proof is upon those who advocate pedigreed trees, for the present practices of propagating fruit plants are justified by the precedents of centuries. Experimenters in this field encourage us to believe that they may sometime illumine the darkness but one cannot see by the lights they have thus far brought. Or, in Kipling's words:

"They steam for steamings sake,  
Their port is all to make."

"The assertion that outstrips the evidence is a crime" in this case as in any other. Let us have real, precise, abundant evidence before demanding a reform that will revolutionize nursery practice.

### Tennessee Nurserymen

Following is the program for the sixteenth annual convention of the Tennessee Nurserymen's Association, Hotel Hermitage, Nashville, Tenn., Jan. 25-27:

President's Annual Address—George W. Poague, Graysville.

Report of Secretary-Treasurer—G. M. Bentley, Knoxville.

The Nurserymen and the Orchardists—A. J. Byrn, Barton's Creek Nurseries, Dickson.

Selling Trees Adapted to a Locality—George E. Murrell, Horticulturist, Southern Railway System, Washington, D. C.

Trees for Memorials—E. B. Drake, Prop., The Cumberland Nurseries, Winchester.

Experiments with a Practical Bearing—F. C. Bralliar, Madison.

Appointment of Committees—Nominations, Resolution, Auditing, Legislation, Publications, Advertising.

Afternoon Session, 1:30 O'Clock  
Report of Committees. Election of officers.

Broad-leaved Evergreens—W. H. Kessler, Birmingham, Alabama.

A List of Desirable Ornamentals—W. A. Easterly, Easterly Nursery Company, Cleveland.

Forest Nursery Stock—F. C. Boyd, Forest Nursery Company, McMinnville.

Growing Stock for Re-forestation—R. S. Maddox, State Forester Nashville.

June Bud Peaches—Lee McClain, Knoxville; Henry Chase, Huntsville, Ala.

Strawberry Plants and Their Care—E. N. Keith, Dayton.

The Salesman—J. H. Green, Summer-town.

Combined Grafting and Fumigating House—Willis Shadow, Winchester.

Night Session, 7:30 O'Clock

Ornamental Plantings—W. F. Bohlender, Peter Bohlender & Sons, Tippecanoe City, Ohio.—Lantern.

Southern Nurserymen's Association—Paul C. Lindley, President, Southern Nurserymen's Association, Pomona, N. C.

Cancellations—John Fraser, Fraser Nursery Company, Huntsville, Alabama.

Round Table—Precautions for the Present Year—Discussed by Members.

### Special Delivery Mail

Under a new ruling the special delivery mail will be delivered without receipt, and will be left in regular mail receptacles when personal delivery cannot be effected. In explanation, the post office states that the special delivery mail system is designed to expedite and not to safeguard mail; if the latter is desired then the letter should be registered.

An exceptionally practical trade list is that issued by the D. Hill Nursery Co., Dundee, Ill. It would seem that the brief descriptive matter following the listings in many cases, the information as to sources of material upon which the production of stock was based, the setting forth of important announcements in attractive typographical manner, the listing of prices to the trade, a few informative illustrations, ditto testimonials, etc., leave nothing to be desired in the way of an effective trade list.

The florists' national publicity fund has passed the \$50,000 mark. It amounts to \$55,889.52. It has been acquired by persistent work.

Say you saw it in "American Nurseryman."

## Production of Nursery Stock

(Continued from page 44)

the nursery but when the pulling process starts, then again there is a loss of time and the labor cost goes up, for only one variety can be pulled at a time and each bundle must have its three labels and be piled by itself before any more labels are released.

In other words, only one kind of bud sticks in the field at one time and only one kind of labels in the field at one time is a rule that has solved the question of confusion as to varieties.

### Packing, Shipping and Storing

After the trees are dug, they are taken to the packing cellars and are there sorted, graded and individually labelled and only one variety is labelled at a time. The other labels are locked up. Trees are shipped in bales, boxes or car lots, and packing is used around the roots in whatever manner shipped—wet straw, excelsior or moss being used. The most common form of package is the large wooden box.

Every nurseryman, who has sufficient storage room digs his trees in the fall and stores them over winter for spring delivery. The trees keep better in proper storage than in the field and reach the planter in better condition. Many trees have been injured by early frosty spring digging. Our replacements were very much reduced by storing our trees and we started to store 19 years ago this fall. We store all that we have room for every year. Usually, we do not build storage quite fast enough to keep up with our growing department.

### Cost of Growing

The cost of growing nursery stock has been greatly increased during the last few years. Nursery stock has as much labor costs as any known commodity and labor, especially skilled labor, has increased in the last few years, at least three times—seedlings and grafts have increased seven times—horse-power cost has increased—the use of land costs has greatly increased, as this value has to be determined from its farm crop production value. Fertilizers have increased. The rates on money have not increased but the nurseryman uses very much more of it. The total cost of a nursery block, with all the items that a cost accounting system show, must be divided by the number of trees in the block in order to find the cost per tree, (the growing cost.) Here is where the nurseryman's risk is shown clearly and where he differs from other manufacturers of commodities, for on account of his dependence upon the elements, his final count of his block may be anywhere from 25% to 60% of his planting and the wide range of difference between these figures represents the difference between a small profit or a loss of hundreds or thousands of dollars.

It is no wonder the nurseryman sleeps

with one eye open looking at the weather report and well he may.

In fixing a price for a commodity, two features are presented:

First: The actual cost, plus a fair profit. Second: The bidding up of prices by the buyers, by reason of a large demand and a small supply, as is the case to a certain extent with nursery stock at present.

Some wholesale growers have, no doubt, kept the jobber building up and up, higher and higher, for the jobber this year is threatened with not having stock to sell. However, the average retail grower who sells to the consumer I believe, has figured, in fixing his price, the additional costs, plus a fair profit, and is mighty glad that the war is over and that a greatly increased demand for his product is here and he is looking not only at the present but into the future and as he looks into the future, he knows that his customers demand of him a fair price, and are willing to pay the added cost of production, plus a fair profit, and I am here to state that the nurserymen as a rule, I believe, are dealing on that basis at this time. The cost of trees has not kept pace with the general rise in prices due to the war.

I am not here to discuss the marketing of nursery stock and I mention the matter of cost, only as it enters into the question of production.

It is suggested that the orchardist and the buying public become better acquainted with the source of supply of nursery stock. The nurseryman is going along doing his best every day, just as you are—doing his best to render his customers the best service possible. The interests of the orchardist and the nurseryman are so interlocked and interdependent that there should be a spirit of co-operation existing at all times between them. The orchardists or home-planters should find out more as to what they the buying and then they can better judge values.

To be sure, they may be confused with the variation in prices of trees, as there are all kinds and grades on the market each year and all kinds of men growing trees. There is no demand for shoddy stock—fraudulent, mis-labelled, unbudded or non-grafted stock, culls or stunted stock and there should be a law against the sale of such stock. We need a pure tree law. Every dollar that a nurseryman can expend in improving his product, by adding to its purity and vitality, should be cheerfully paid by the consumer. The best cannot be too good.

No crook in the nursery business or any other business should have his foibles advertised so that the consumer regards him as in the majority, when he is only an isolated renegade with no friends among his fellow nurserymen or his customers.

The commercial nurseryman, with his cost accounting system and with his thousands or perhaps hundreds of thousands of dollars invested, will not differ in his price very much from his brother nurseryman, operating on the same basis.

According to the latest census, there are in the United States, 4500 nurseries, covering 172,800 acres, representing an investment of \$52,500,000, employing 45,600 men and 2,279 women, using 14,200 animals, and

there are 3,400,000,000 woody plants or trees growing in the nurseries of this country.

This large business has been developed by an increasing demand by the home-maker. Commercial planting has been encouraged and has proceeded steadily for the reason that nurserymen, with millions of dollars at stake, realize that the way to stimulate trade is by maintaining a high reputation for honest dealing by the dissemination of honest stock—the best they can grow, and true to name. The crooks have been relegated to the discard as fast as they appear.

In closing, I wish to quote from the book of M. G. Kains on Plant Propagation and Nursery Practice:

"Cultivation, fertilization, spraying, trimming, training, root pruning, method of digging and packing, age and size of tree and a dozen other factors influence price. The cost of specimens should always be reckoned on the basis of quality. Often a high-priced tree is cheap at its price, and often a low-priced tree is expensive even as a gift. The initial cost is, in most cases, a mere trifle when compared to the later value of the specimen as a producer of fruit or beauty. Far better estimate the nurseryman and his business methods than compare or contrast his prices with those of his competitors. Such factors as truthfulness to name, plumpness and quality of roots, and thoroughness of packing are beyond price."

Henry F. C. Sander, noted collector of orchids and seedsman, died at Bruges, Belgium Dec. 23rd, aged 73 years.

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